

# MyNorth<sup>®</sup> Investment

## Target market determination

### Introduction

A target market determination (**TMD**) is required under section 994B of the *Corporations Act 2001* (Cth). This TMD describes the class of clients 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 IDPS Guide for the product before making a decision whether to acquire this product. The IDPS Guide can be obtained from [northonline.com.au/mynorth](http://northonline.com.au/mynorth).

This document has been prepared by NMMT Limited (**NMMT**) in its capacity as the issuer of the product. To the extent permitted by law, no liability is accepted for any loss or damage as a result of any reliance on this document.

## Product and issuer identifiers

Attribute	Description
Name of product	MyNorth Investment
Issuer name	NMMT Limited (NMMT)
Issuer ABN	42 058 835 573
Issuer AFSL	234653
TMD issue date	1 October 2023
TMD version	3
Distribution status of product	Available for product distribution.

## Product description and key attributes

### Product description

MyNorth Investment is an investor directed portfolio service (IDPS) product which offers clients access to an extensive range of investment options, along with custodial and reporting services, to provide an all in one solution for the client to construct and manage their investment portfolio, together with their financial adviser.

MyNorth Investment is designed for clients who are seeking a solution for their savings, trust, company or self-managed super fund needs.

This TMD only relates to the platform service offering of MyNorth Investments. The product issuer for each investment option that is offered by MyNorth Investment has prepared a TMD, where required, which is available on [northonline.com.au](http://northonline.com.au).

### Key product attributes

MyNorth Investment offers:

- a diverse range of investment options for clients to choose from, including:
  - over 450 managed funds, including low cost, active, and index funds
  - managed portfolios
  - term deposits
  - direct equities or unit trusts listed on the Australian Securities Exchange
  - exchange traded funds (ETFs), exchange traded commodities (ETCs), and exchange traded bonds (ETBs)
  - listed investment companies (LICs) and listed investment trusts (LITs), and
  - Australian real estate investment trusts (AREITs)
- access to the MyNorth Investment Guarantee product which allows the client to invest all or part of their portfolio in select growth asset-based investment options and, for an additional fee, protect that investment from falls in investment markets
- access to a cash account for the payment of fees, withdrawals and investment transactions
- access to North Online and the North mobile app for clients to keep track of their accounts, including investment performance, statements and communications from North
- consolidated tax statement reporting
- flexible pricing and possible fee reductions through individual and family group fee aggregation.

MyNorth Investment is operated through North Online at [northonline.com.au](http://northonline.com.au) which allows the client and their financial adviser to actively manage their account and gain access to consolidated reporting, including tax statements.

MyNorth Investment is available to individuals, joint investors, trusts, formal trusts, companies and self-managed super funds within Australia through the services of a registered financial adviser. This product is designed for clients who intend to utilise the services of a financial adviser through the lifecycle of their account. If, after establishing the account the client no longer has a financial adviser, certain restrictions will apply. Refer to the IDPS Guide for more information.

# Target market

The target market refers to the class of clients for whom this product is considered to be suitable based on the client's objectives, personal attributes, financial situation and needs set out below.

## TMD indicator key

The client attributes for which the product is likely to be appropriate have been assessed using the following rating methodology:

Rating	Description
In target market	The client attribute listed is likely consistent with the target market for the product.
Not in target market	The client attribute listed is likely to be inconsistent with the target market, and therefore the product is likely not suited to the client.
See notes	Additional factors need to be considered to determine whether the client is within the target market. Additional guidance has been provided in the footnotes of each section.

## Needs and objectives

### Client objectives

A client is in the target market if they're an individual with **any one or more** of the following short-term and long-term objectives to:

- accumulate capital/wealth
- hold capital/wealth
- obtain a source of income.

### Level of decision making

Client's intended level of decision making.

Attribute	Consistency with target market
Fully self-managed, including fund administration (SMSF).	Not in target market
Investments chosen by client from extensive investment menu, with administration provided by the product issuer.	In target market
Investments chosen by client from limited investment menu, with administration provided by the product issuer.	See notes <sup>(i)</sup>
Default investment strategy applied where no investment selection is made. Administration is provided by the product issuer.	Not in target market

(i) The client is only in the target market if they choose only 'Select' investment menu options. For a summary of the investment options available in the Select investment menu, refer to the **MyNorth investment options document**.

## Client's selected investment options

MyNorth Investment offers clients a diverse range of investment options to choose from, including managed funds, managed portfolios, exchange traded funds, term deposits and direct shares. Please refer to the **MyNorth investment options document** for the full list of available investment options.

A TMD for each investment option (where applicable) detailing the type of client the investment has been designed for, having regard to the objectives, financial situation and needs of the target market will be made available by the issuer of that investment option. The relevant PDS and TMD for each investment option is available on North Online and should be considered when deciding whether to acquire that product.

A general description of the type of options available to MyNorth Investment clients is detailed below.

Submarket	Description	Risk level	Minimum investment timeframe
<b>Multi-sector</b>			
Conservative	A diversified portfolio with a bias towards defensive assets (bonds and cash) with some exposure to growth assets (shares and property). Generally suitable for clients seeking stability of capital and are prepared to accept lower returns to achieve this objective.	2 (Low) to 4 (Medium)	3 years
Moderately conservative	A diversified portfolio which typically has a balanced mix of defensive assets (cash and bonds) and growth assets (shares and property). Generally suitable for clients seeking to maintain relatively stable returns and are willing to accept medium levels of volatility to achieve these returns.	4 (Medium) to 6 (High)	4 years
Balanced	A diversified portfolio with a bias towards growth assets (shares and property), with some exposure to defensive assets (bonds and cash). Generally suitable for clients seeking to achieve moderate returns through a higher allocation to capital growth assets and are willing to accept a medium level of volatility to achieve these returns.	4 (Medium) to 6 (High)	5 years
Moderately aggressive	A diversified portfolio with a substantial bias towards growth assets (shares and property) and a small exposure to defensive assets (bonds and cash). Generally suitable for clients seeking to accumulate assets by targeting capital growth over the medium to long term and are prepared to accept higher volatility and medium risks to achieve these returns.	5 (Medium to high) to 6 (High)	6 years
Aggressive	A diversified portfolio that invests entirely or primarily in growth assets (shares and property). Generally suitable for clients seeking to achieve high long-term growth and are prepared to accept high volatility to achieve these returns.	5 (Medium to high) to 6 (High)	7 years
<b>Single sector – Investment options that focus on investing in specific asset classes or sectors.</b>			
Cash	Provides a highly liquid investment with regular income and very low risk of volatility and capital loss by investing in highly liquid bank cash deposits, bank bills, high grade corporate debt and Commonwealth and State Government securities.	1 (Very low)	No minimum
Fixed interest (fixed income)	A defensive portfolio which invests in Australian and/or global fixed interest securities (such as corporate or government bonds). Generally suitable for clients seeking capital stability, stable income returns and/or asset diversification. These investments are susceptible to market declines due to increases in interest rates or consumer concerns about defaults on loans.	1 (Very low) to 6 (High)	0–3 years
Property	A growth portfolio which invests in property securities, property trusts and/or direct property holdings. May include domestic or international retail, commercial, industrial and residential properties. Produces income and long-term capital growth. Generally suitable for clients seeking returns from a combination of income and capital growth, and/or seek diversification in their portfolio. Clients don't require access to their capital and are prepared for capital losses over the short to medium term.	5 (Medium to high) to 7 (Very high)	5–7 years
Australian equities	A high growth asset which consists of Australian listed securities, exchange traded funds and companies, and/or listed companies and trusts. Generally suitable for clients seeking high capital growth and income through exposure to the Australian share market and/or seek diversification in their portfolio. Clients can accept volatile capital values and short to medium term capital losses.	6 (High) to 7 (Very high)	7–10 years

Submarket	Description	Risk level	Minimum investment timeframe
International equities	<p>A high growth portfolio which consists of investments in companies listed on securities exchanges around the world.</p> <p>Generally suitable for clients seeking high capital growth and income through exposure to international share markets and/or seek diversification in their portfolio. Clients can accept volatile capital values and short to medium term capital losses.</p>	6 (High) to 7 (Very high)	7–10 years
Infrastructure	<p>A high growth portfolio which invests in infrastructure businesses (eg. telecommunications networks, energy, water, waste disposal, airports, toll roads and rail facilities). May be held via listed securities, unlisted trusts, or direct ownership.</p> <p>Generally suitable for clients seeking regular stable income, potential high capital growth and/or diversification within their portfolio. Clients don't require access to their capital and are prepared for capital losses over the short to medium term.</p>	5 (Medium to high) to 7 (Very high)	7–10 years
Alternatives	<p>A portfolio comprised of defensive or growth assets that generally seeks to achieve favourable risk/return outcomes, through the application of strategies such as short selling and derivatives trading, that are different to traditional asset classes such as equities and fixed interest.</p> <p>These portfolios are typically suitable for clients that are comfortable with capital losses over the short to medium term, who seek access to investments which will produce returns that are unrelated to capital markets and that may potentially produce positive returns in both rising and falling markets. These investments are often utilised by clients to achieve greater diversification in their portfolio and assist in the management of market volatility.</p>	4 (Medium) to 7 (Very high)	3–10 years
<b>Direct assets</b>			
Term deposits	A defensive asset which provides interest at a crediting rate for a period of time and may help protect against market fluctuations. Suitable for clients seeking a fixed rate of return.	1 (Very low)	Fixed term of the investment
Listed funds and listed securities	Assets listed on a securities exchange, such as direct shares, listed investment companies, listed investment trusts, exchange traded funds, exchange traded commodities, and fixed interest securities. Suitable for clients seeking to construct their own portfolio tailored to their situation.		
	<b>Direct shares:</b> Clients seeking income and capital growth through exposure to the Australian share market and are prepared for capital losses over the short term.	7 (Very high)	7–10 years
	<b>Listed investment companies and listed investment trusts:</b> Clients seeking exposure to a broad range of investment strategies and are prepared for capital losses over the short term.	6 (High) to 7 (Very high)	7–10 years
	<b>Exchange traded funds:</b> The target market will depend on the specific strategy of the ETF. Refer to the single sector and multi-sector strategies in this table.	Depends on strategy	Depends on strategy
	<b>Exchange traded commodities:</b> Clients seeking exposure to commodities and are prepared for capital losses over the short term.	7 (Very high)	7–10 years
	<b>Fixed interest securities:</b> Clients seeking income returns and are prepared for some capital losses over the short term.	5 (Medium to high)	2 years
Guarantee options	Clients seeking to protect their investment from falls in value while allowing for exposure to growth assets. Refer to the <b>MyNorth Investment Guarantee target market determination</b> for further information.	See notes <sup>(i)</sup>	5–10 years (depending on guarantee term)

(i) While guarantee options are subject to investment risk, they are also exposed to counterparty risks and liability management risks. Refer to the **MyNorth Investment Guarantee product disclosure statement** for further information.

For the client to be in the target market for an investment option offered by MyNorth Investment, they must also be in the target market for the relevant investment product, as defined in the TMD prepared by the respective product issuer. These investment product TMDs are available on North Online.

The risk levels represented in the above table are described below:

Risk level	Description	Estimated number of negative annual returns over any 20-year period
1	Very low	Less than 0.5
2	Low	0.5 to less than 1
3	Low to medium	1 to less than 2
4	Medium	2 to less than 3
5	Medium to high	3 to less than 4
6	High	4 to less than 6
7	Very high	6 or greater

### Intended number of investment options

Client's required number of investment options.

Attribute	Consistency with target market
<b>Low</b> – no more than 5 investment options	In target market
<b>Medium</b> – between 5 and 15 investment options	In target market
<b>High</b> – more than 15 investment options	In target market

### Financial advice

Client's desired availability of financial advice.

Attribute	Consistency with target market
Client wishes to have the option to authorise an external financial adviser to assist in managing the client's interest in the product.	In target market
Client wishes to have the option to receive personal financial advice through the product issuer.	Not in target market
Client does not wish to receive financial advice.	Not in target market

### Insurance options available

Client's intended insurance options.

Attribute	Consistency with target market
Stand-alone death cover	Not in target market
Stand-alone TPD cover	Not in target market
Combined death and TPD cover	Not in target market
Income protection cover	Not in target market
Insurance not required	In target market

MyNorth Investment does not offer insurance to clients.

## Financial situation

### Life stage of client

Attribute	Consistency with target market
Child (under 18)	See notes <sup>(i)</sup>
Accumulation (typically under 59)	In target market
Transition to retirement / early retirement (currently 59 to 65)	In target market
Fully retired (typically over 65)	In target market

(i) This product would only suit the needs of a child who will have the ongoing support of a financial adviser to make investment decisions.

### Intended size of investment

Client's intended investment amount.

Attribute	Consistency with target market
\$0 to \$2,000	Not in target market
\$2,001 to \$50,000	See notes <sup>(i)</sup>
\$50,001 plus	In target market

(i) While this product is not designed for clients with a small account balance, it may still be appropriate for this client segment in certain circumstances due to the availability of unique account features and the appetite of some clients to have access to particular investment options not commonly available to retail clients.

## Other elements of the TMD

### Consistency between the target market and the product

MyNorth Investment:

- is likely to be consistent with the likely objectives, financial situation and needs for a broad range of client types including individuals, trusts, companies and self-managed super funds.
- is suitable for clients who have engaged a financial adviser to provide personal advice that requires collection and analysis of information relating to the client's individual objectives, financial situation and needs.
- offers the ability to tailor investments to meet the needs of different clients in the target market.
- offers investment choice to clients spanning the risk spectrum and flexible administration pricing reflective of the investment options selected from two menus.

### Distribution conditions and restrictions

The below table outlines the distribution condition or restrictions pertaining to this product.

Distribution channel	Permitted channel?	Distribution conditions/restrictions
All channels	No	
Direct retail (issuer distributing direct to client with no intermediary)	No	
To implement personal advice	Yes	<p>The acquisition of the product is to facilitate the implementation of personal advice.</p> <p>The distributor must be a financial adviser holding an Australian Financial Services (AFS) License or acting as an authorised representative of an AFS licensee who has an Advice Licensee Agreement with AMP.</p> <p>When advising the client about suitable investment options to include in their investment portfolio, where applicable, the financial adviser must have regard to the TMDs of those respective investment products.</p>
Through general advice	No	

## Review triggers

Where the issuer of the TMD has determined that any of the following has occurred:

1. Australian Securities and Investments Commission (ASIC) reportable significant dealing outside of TMD.
2. Significant or unexpectedly high number of complaints (as defined in section 994A(1) of the Act) regarding product design, product availability or any distribution condition where the product issuer considers this reasonably suggests that this TMD is no longer appropriate.
3. Material change to key product attributes, terms and/or conditions or laws or regulations applying to the product where a review of the TMD has not already been completed in anticipation of the change and the product issuer considers this reasonably suggests that this TMD is no longer appropriate.
4. The use of Product Intervention Powers, regulator orders or directions in relation to the distribution of this product where the product issuer considers this reasonably suggests that this TMD is no longer appropriate.
5. A significant breach event relating to the design or distribution of this product where the product issuer considers this would reasonably suggest that:
  - i. this product is unsuitable for a particular cohort of clients, and
  - ii. the TMD may no longer be appropriate.

## Maximum period for reviews

This TMD is to be reviewed within 15 months subsequent to the start date of this TMD or any subsequent comprehensive review of the TMD. This allows for the compilation and contemplation of the reporting and monitoring outcomes for a full 12-month period, and time for the incorporation and product issuer approval of any consequent changes.

## Distributor information reporting requirements

Regulated person(s)	Description	Reporting deadline
All distributors, including financial advisers	When a distributor is aware of dealings outside the target market, they should be reported to the issuer, including the reason why the acquisition is outside of target market, and whether the acquisition occurred under the provision of personal advice.	At point of sale as part of application process. Where this is not practicable, then reporting must be provided in the next quarterly reporting cycle <sup>(i)</sup> .
	Complaints (as defined in section 994A(1) of the Act) relating to the platform and products offered on the platform, where the nature of the complaints relate to product design, insurance claims, product availability and distribution conditions. The distributor should provide all the content of the complaint, having regard to privacy.	Each quarter <sup>(i)</sup>
	Any significant dealing outside of target market under s994F(6) of the Act.	As soon as practicable but no later than 10 business days after distributor becomes aware of the significant dealing.

(i) Quarterly reporting is due 10 business days after the end of the March, June, September and December quarters.

Distributors must report to the product issuer using the method specified in the FSC Data Standards, please find these under the **Data Standards** heading at the following link: [fsc.org.au/resources/target-market-determination-templates](https://fsc.org.au/resources/target-market-determination-templates).

## Distributor reporting for 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 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
- 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 (which may be indicated by the value of the client's investment, their intended product use or their ability to bear loss), and
- nature and extent of the inconsistency of distribution with the TMD.

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.



## What you need to know

Information current as at 1 October 2023. The information in this document is of a general nature only and does not take into account any of your personal objectives, financial situation or needs. Before acting on the information in this document, you should read and consider the appropriateness of this information having regard to your objectives, financial situation and needs. An Investor Directed Portfolio Service (IDPS) Guide is available at [northonline.com.au](http://northonline.com.au) or by contacting the North Contact Centre at [north@amp.com.au](mailto:north@amp.com.au) on 1800 667 841. You should read and consider this document together with the IDPS Guide before making any decision about whether to acquire or continue to hold your account.

MyNorth Investment is issued by NMMT Limited (NMMT) Australian Business Number 42 058 835 573, Australian Financial Services licence number (AFS License No.) 234653, a member of the AMP group of companies (AMP Group). NMMT is the legal entity operating MyNorth Investment.

MyNorth Investment and the investment options offered through MyNorth Investment are subject to investment risks, including possible delays in repayment and loss of income and capital invested. Apart from a benefit arising out of a guarantee issued by National Mutual Funds Management Limited (NMFML) ABN 32 006 787 720 AFSL 234652 and supported by and undertaking from AMP Group Holdings Limited ABN 88 079 804 676, neither NMMT nor any other member within the AMP Group, nor any of the investment managers or fund managers of the investment options, stands behind or guarantees the repayment of capital, the payment of income or the performance of MyNorth Investment or the investment options.

Apart from the interest investors may hold or have held through their cash account or except as expressly disclosed in the IDPS guide, the MyNorth investment options document, or the disclosure document for an investment option, an investment acquired using MyNorth Investment is not a deposit with, or other liability of, AMP Bank Limited (ABN 15 081 596 009, AFSL 234517) (AMP Bank), any other member of the AMP Group or any of the investment managers or fund managers. NMMT is not a bank and AMP Bank does not guarantee or otherwise provide assurance in respect of the obligations of NMMT.