

Target Market Determination

MDA Services

Amplus Global Pty Ltd

ACN 162 631 325

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Summary of Services

Introduction

Amplus Global Pty Ltd (“Amplus Global”) is the holder of AFS Licence number 505929 and operates a financial services business covering a broad spectrum of products. Amplus Global is a product issuer and issues units in Managed Investment Schemes (“MIS”) to retail clients, by way of an MDA Service.

The design and distribution obligations set out in Part 7.8A of the *Corporations Act 2001* (Cth) (“the DD Obligations”) apply to the issue and distribution of an MDA Service to retail clients (“Consumers”) from 5 October 2021.

The DD Obligations aim to assist Consumers to obtain appropriate financial products by requiring product issuers and distributors to have a consumer-centric approach to the design and distribution of financial products.

Purpose

The purpose of this Target Market Determination (“TMD”) is to describe the target market of Consumers for our MDA Service, and to address the DD Obligations that apply to TMDs.

If you are a retail client, you should refer to the relevant Product Disclosure Statement (PDS) and / or MDA Contract before deciding whether to acquire or continue to hold the relevant product. Amplus Global is able to provide you with copies of relevant disclosure documentation, pending your suitability.

Issued Financial Products

Amplus Global is authorised to operate an MDA Service to retail clients. Despite the MDA Service being subject to additional obligations, pursuant to *ASIC Corporations (Managed Discretionary Account Services) Instrument 2016/968* (“the Instrument”), including the requirement that an extensive suitability test is conducted prior to the provision of such services, an MDA Service is still a MIS, and it is with this in mind that Amplus Global has issued this TMD.

Our Target Market

The target market includes the following classes of Consumers:

Consumers who satisfy each of the following criteria:

- Consumers above the age of 18.
- Consumers who have the requisite knowledge for the purposes of trading in MDA Services.
- Consumers who have at least medium investment risk appetites.
- Consumers who have a medium level of knowledge in financial markets – including the underlying products that form part of the MDA Service.
- Consumers who have not borrowed funds to participate in the MDA Service.
- Consumers whose investments do not form a material part of their overall wealth.
- Consumers with a medium to long term investment horizon.

For those Consumers who satisfy the above criteria

Those Consumers who satisfy the above criteria and wish to trade MDA Services for investment purposes, including for one or more of the following purposes:

- Hedging;

- Capital growth; and
- Gaining exposure to price movements of the underlying assets,

are in the target market for Amplus Global's MDA Service.

Target market – criteria, scope and key attributes

Further details regarding Amplus Global's target market for operating an MDA Service are set out below.

Criteria	Scope and key attributes
Client type	<p>Retail clients.</p> <p>This target market determination does not apply to wholesale clients, including sophisticated investors and professional investors.</p>
Knowledge and experience	<p>Clients are required to have a medium level of knowledge and experience in regard to the relevant financial products.</p> <p>Amplus Global undertakes its own suitability assessment on each applicant prior to opening an account and distributing the products to the client.</p>
Ability to bear losses	<p>Clients who have the financial resources to sustain high levels of losses.</p>
Tolerance to risk	<p>MDA Service is suitable for clients with a medium investment risk appetite tolerance.</p>
Client needs	<p>Amplus Global MDA Services and their key attributes are likely to be consistent with the likely objectives, financial situation and needs of those Consumers who:</p> <ol style="list-style-type: none"> 1. Have a medium to long term investment horizon; 2. Wish to: <ol style="list-style-type: none"> a) Trade in MDA Services, primarily for capital growth or hedging purposes, or b) To gain exposure to price movements of the relevant underlying assets; 3. Have a medium investment risk tolerance; and 4. Can afford to bear losses. <p>The Amplus Global MDA Service is designed to be suitable only for Consumers with the likely objectives, financial situation and needs described above.</p> <p>Consumers who meet all of the requirements (1, 2(a) or 2(b), 3 and 4), as set out in the above bullet points are likely to be in the target market for our MDA Service.</p> <p>Consumers who do not meet all of the requirements (1, 2(a) or 2(b), 3 and 4), as set out above, are potentially in the target market for our MDA Service, but may not be.</p>

Consumers who do not satisfy both 3 and 4 above, are unlikely to be in the target market for the MDA Service.

Amplus Global's products are not compatible with the needs of clients who:

- Are seeking highly volatile and speculative returns.
- Are not seeking capital protection or stability.
- Are risk-adverse.
- Are not seeking regular or otherwise predictable returns on their investments;
- Cannot afford to bear losses;
- Are vulnerable clients as described below.

Consumers who fall into any of the categories set out immediately above, are not in the target market for MDA Services.

Consumers for whom an MDA Service is unsuitable

An MDA Service is generally unsuitable for the following classes of Consumers:

- Consumers below the age of 18.
- Consumers who are in financial hardship or going through bankruptcy.
- Consumers who do not have the requisite knowledge for trading in an MDA Service.
- Consumers who have a low tolerance to risk.
- Consumers who do not have the ability and willingness to sustain high levels of losses.
- Consumers who have low levels of literacy or numeracy, financial literacy and technological literacy.
- Consumers who wish to trade using cash that they would rely on for living expenses.
- Vulnerable Consumers, including Consumers who are vulnerable for any of the following reasons:
 - Suffering from elder or financial abuse;
 - Job loss;
 - Suffering from mental or other forms of serious illness affecting capacity;
 - Suffering from any form of addiction; or
 - Any other personal or financial circumstances causing significant detriment.

Consumers who fall into any of the above categories are not in the target market for MDA Services.

Distribution conditions

Amplus Global's MDA Services are distributed by:

- Amplus Global; and
- Various third parties are also involved in the distribution of our financial products, including various introducing brokers and referrers ("the Distributors").

Amplus Global will take reasonable steps to ensure that both it and any Distributors, distribute the financial product to the identified target market.

To ensure that the distribution strategy is consistent with the identified target market, Amplus Global has several processes in place to ensure that the Consumers who are potential clients fall within the identified target market. Amplus Global has instituted a process by which all new customers are required

to complete an onboarding questionnaire to determine their suitability for MDA Services as well as the underlying financial products.

The questionnaire assesses an applicant's knowledge and understanding of MDA Services, as well as requiring the applicant to disclose certain characteristics – for example, their risk tolerance, their financial resources, their employment status and other relevant considerations.

Where necessary, applicable Amplus Global members of staff will contact the applicant to discuss their responses to ensure they satisfy the target market criteria for onboarding. Once Amplus Global has verified that a potential client falls within the identified target market, they will be issued with an MDA Contract which forms the basis of onboarding them as a client. If the applicant does not fall within the parameters of the identified target market, then they will not be offered the opportunity to become a client.

Amplus Global will also take reasonable steps to ensure that its marketing strategy and the marketing strategy of Distributors is targeting potential clients who fall within the identified target market. No Distributor may release marketing materials without obtaining Amplus Global's prior written consent.

Amplus Global requires any Distributor to provide all marketing material to the Compliance Department for review. The Compliance Department will ensure that the material:

- Includes any regulatory requirements (for example, relevant disclaimers).
- Is not false, misleading or deceptive in any way.
- Is consistent with Amplus Global's Target Market Determination – that is, to ensure that the material does not contain elements which may attract potential clients outside of the intended target market.

Monitoring and reviewing the TMD

Periodic reviews

Amplus Global will perform periodic reviews of this TMD.

The first review of this TMD will occur on 30 September 2022.

Subsequent reviews of the TMD will occur on each anniversary of the first review date.

Review triggers – Additional Reviews

Amplus Global will also review the TMD where the following review triggers occur:

- Where there are significant dealings in Amplus Global's MDA Services, which are not consistent with the target market or this TMD. This trigger occurs where significant distribution is occurring outside the target market and does not refer to any one particular dealing.
- Where a Distributor has reported a significant number of complaints or noted relevant complaint trends.
- Where Amplus Global has received a significant number of complaints or noted relevant complaints trends.
- Where Amplus Global has detected significant issues with the distribution of its MDA Services through its monitoring of daily activities, or the monitoring and supervision of its Distributors.

Distributors – Information Collecting and Reporting Requirements

As part of the process of monitoring and reviewing the TMD to determine whether it is still appropriate, each Distributor must provide the following to Amplus Global on a quarterly basis, within ten (10) business days of the end of each quarter – 31 March, 30 June, 30 September and 31 December, each year:

- Complaints data – information about the complaints received.
- Consumer feedback (including regarding performance of the product).
- Requests for information that the Distributor has received from clients.
- Percentage of sales to clients who are not in the target market.

Amplus Global reserves the right to amend this TMD at any time if such amendment is needed as a result of any changes to the law or regulations, regulatory guidance, or for any reason we consider as a proper reason to amend the TMD.