

Target Market Determination – Funds Management

This Target Market Determination (TMD) is required under section 994B of the *Corporations Act 2001* (Cth) (**the Act**). It sets out the class of consumers for whom the product (and the particular investment options available under the product), including the key attributes of the product would likely be consistent with their likely objectives, financial situation and needs. Any reference to product in this TMD includes a reference to the particular investment options or choices offered under it and the TMD has been prepared on that basis. In addition, the TMD outlines the triggers to review the target market and certain other information. It forms part of Melbourne Securities Corporation Limited (ACN 160 326 545, AFSL 428289) (**MSC**) and Cache Investment Management Ltd's design and distribution arrangements for the product.

This document is **not** a product disclosure statement and is **not** a summary of the product features or terms of the product and the particular investment options offered under it. 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 (**PDS**) for Spriggy Invest before making a decision whether to purchase this product. The PDS can be obtained by visiting the Spriggy Invest website at spriggyinvest.com.au/terms/PDS.pdf. You should also please read the additional information document (available at spriggyinvest.com.au/terms/AID.pdf) and the investment options list (available at spriggyinvest.com.au/terms/iol.pdf).

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, unless otherwise defined.

Target Market Summary for Spriggy Invest (Product)

The Product is comprised of several investment options which provide exposure to listed equities and ETFs (Equities Options), the alternative product (Alternative Option) and a diversified portfolio of ETFs weighted to reflect a specified level of risk and return (Diversified Portfolios) (collectively, Investment Options). The Investment Options have varying characteristics. As such, this TMD will address each set of characteristics separately and will define a Target Market for each. Appendix 1 specifies which investment options fall under the Equities Options, Alternative Option and the Diversified Portfolios respectively.

Equities Options: The intended target market is for consumers who are seeking Capital Growth over a Long investment timeframe. The consumers will likely have a High risk/return profile and will intend to use the product as a Satellite allocation of up to 25% of their portfolio.

Alternative Option: For the Alternative Option, the intended target market is for consumers who are seeking Capital Growth over a Long investment timeframe. The consumers will likely have a High risk/return profile and only intends to use the product as a Satellite allocation of up to 25% of their portfolio.

Diversified Portfolios: The Diversified Portfolios consist of the Conservative, Balanced and the High Growth Options. For the Conservative & Balanced Options, the intended target market is consumers who are seeking Capital Growth over a Medium investment timeframe. The consumers will likely have a Moderate risk / return profile and will intend to use the product as a Satellite allocation of up to 25% of their portfolios. For the High Growth Option, the intended target market is for consumers who are seeking Capital Growth over a Long investment timeframe. The consumers will likely have a High risk/return profile and will intend to use the product as a Satellite allocation of up to 25% of their portfolio.

Fund and Issuer identifiers

Issuer	Melbourne Securities Corporation Limited
Issuer ACN	160 326 545
Issuer AFSL	428 289
Manager	Cache Investment Management Limited
Manager ACN	624 306 430
Fund	Spriggy Invest
ARSN	643 467 270
Date TMD approved	9 June 2023
TMD Version	Version 3
<i>TMD Status</i>	Current

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 considered in target market
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Instructions

Generally, a consumer is unlikely to be in the target market for the product if:

- **one or more** of their Consumer Attributes correspond to a **red** rating, or
- **three or more** of their Consumer Attributes correspond to an **amber** rating.

Investment products and diversification

A consumer (or class of consumer) may intend to hold a product as part of a diversified portfolio (typically with an intended product use of *satellite/small allocation* or *core component*). In such circumstances, the product 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 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).

1. Equities Options

Consumer Attributes	TMD Indicator	Product description including key attributes
Consumer's investment objective		
Capital Growth		The consumers will be seeking Capital Growth through a well-diversified equity investment that provides broad exposure to a particular market(s) or sector(s) reflecting the underlying ETFs. The investment option is not expected to make regular income distributions and will expose consumers to a risk of capital loss. As such, the investment option is not suitable for consumers looking for Guaranteed Capital or Income Distribution.
Capital Preservation		
Capital Guaranteed		
Income Distribution		
Consumer's intended product use (% of Investable Assets)		
Solution/Standalone (75-100%)		The investment option is well-diversified across multiple asset classes and provides exposure to multiple assets within these classes. The investment option is suitable as a Satellite option.
Core Component (25-75%)		
Satellite/small allocation (<25%)		

1. Equities Options (continued)

Consumer Attributes	TMD Indicator	Product description including key attributes
Consumer's investment timeframe		
Short (≤ 2 years)		The consumer has a Long investment timeframe and is unlikely to redeem within eight years.
Medium (> 2 years)		
Long (> 8 years)		
Consumer's Risk (ability to bear loss) and Return profile		
Low		The consumer has a high-risk tolerance, seeking long term Capital Growth by investing in the investment option.
Medium		
High		
Very High		
Consumer's need to withdraw money		
Daily		Consumers will normally be able to redeem from the fund on any Business Day, being a day other than a Saturday or Sunday on which banks are open for general business in Sydney, New York and relevant emerging markets.
Weekly		
Monthly		
Quarterly		
Annually or longer		

2. Alternative Option

Consumer Attributes	TMD Indicator	Product description including key attributes
Consumer’s investment objective		
Capital Growth		The consumers will be seeking Capital Growth through exposure to a single asset reflecting the underlying ETFs. The investment option is not expected to make regular income distributions and will expose consumers to a risk of capital loss. As such, the investment option is not suitable for consumers looking for Guaranteed Capital or Income Distribution.
Capital Preservation		
Capital Guaranteed		
Income Distribution		
Consumer’s intended product use (% of Investable Assets)		
Solution/Standalone (75-100%)		The investment option comprises a single asset class and provides exposure to a single asset within this class. The investment option is suitable as a Satellite / small allocation only.
Core Component (25-75%)		
Satellite/small allocation (<25%)		
Consumer’s investment timeframe		
Short (≤ 2 years)		The consumer has a Long investment timeframe and is unlikely to redeem within eight years.
Medium (> 2 years)		
Long (> 8 years)		
Consumer’s Risk (ability to bear loss) and Return profile		
Low		The consumer has a high-risk tolerance, seeking Capital Growth by investing in the investment option.
Medium		
High		
Very High		

2. Alternative Option (continued)

Consumer Attributes	TMD Indicator	Product description including key attributes
Consumer's need to withdraw money		
Daily		Consumers will normally be able to redeem from the fund on any Business Day, being a day other than a Saturday or Sunday on which banks are open for general business in Sydney.
Weekly		
Monthly		
Quarterly		
Annually or longer		

3. Diversified Portfolios – Conservative & Balanced Options

Consumer Attributes	TMD Indicator	Product description including key attributes
Consumer's investment objective		
Capital Growth		The consumers will be seeking Capital Growth via an investment option consisting of a portfolio of ETFs, diversified across asset classes and weighted to reflect a specified level of risk and return. The investment option is not expected to make regular income distributions and will expose consumers to a risk of capital loss. As such, the investment option is not suitable for consumers looking for Guaranteed Capital or Income Distribution.
Capital Preservation		
Capital Guaranteed		
Income Distribution		

3. Diversified Portfolios – Conservative & Balanced Options (continued)

Consumer Attributes	TMD Indicator	Product description including key attributes
Consumer’s intended product use (% of Investable Assets)		
Solution/Standalone (75-100%)		The investment option is diversified across multiple asset classes and provides exposure to multiple assets within these classes. The investment option is suitable as a Satellite/small allocation of the consumers portfolio.
Core Component (25-75%)		
Satellite/small allocation (<25%)		
Consumer’s investment timeframe		
Short (≤ 2 years)		The consumer has a Medium investment timeframe and is unlikely to redeem within 3 years.
Medium (> 2 years)		
Long (> 8 years)		
Consumer’s Risk (ability to bear loss) and Return profile		
Low		The consumer has a moderate risk tolerance, seeking a steady source of income with some Capital Growth potential by investing in the investment option.
Medium		
High		
Very High		
Consumer’s need to withdraw money		
Daily		Consumers will normally be able to redeem from the fund on any Business Day, being a day other than a Saturday or Sunday on which banks are open for general business in Sydney, New York and other markets.
Weekly		
Monthly		
Quarterly		
Annually or longer		

4. Diversified Portfolio – High Growth Option

Consumer Attributes	TMD Indicator	Product description including key attributes
Consumer’s investment objective		
Capital Growth		The consumers will be seeking Capital Growth via an investment option consisting of a portfolio of ETFs, diversified across asset classes and weighted to reflect a specified level of risk and return. The investment option is not expected to make regular income distributions and will expose consumers to a risk of capital loss. As such, the investment option is not suitable for consumers looking for Guaranteed Capital or Income Distribution.
Capital Preservation		
Capital Guaranteed		
Income Distribution		
Consumer’s intended product use (% of Investable Assets)		
Solution/Standalone (75-100%)		The investment option is diversified across multiple asset classes and provides exposure to multiple assets within these classes. The investment option is suitable as a Satellite / small allocation of the consumers portfolio.
Core Component (25-75%)		
Satellite/small allocation (<25%)		
Consumer’s investment timeframe		
Short (≤ 2 years)		The consumer has a Long investment timeframe and is unlikely to redeem within 8 years.
Medium (> 2 years)		
Long (> 8 years)		

Consumer Attributes	TMD Indicator	Product description including key attributes
Consumer’s Risk (ability to bear loss) and Return profile		
Low		The consumer has a high-risk tolerance, seeking long term Capital Growth by investing in the investment option.
Medium		
High		
Very High		
Consumer’s need to withdraw money		
Daily		Consumers will normally be able to redeem from the fund on any Business Day, being a day other than a Saturday or Sunday on which banks are open for general business in Sydney, New York and other markets, including emerging.
Weekly		
Monthly		
Quarterly		
Annually or longer		

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

Distribution conditions/restrictions

Distribution Condition		Distribution Condition Rationale
Spriggy Invest (Promoter)		<ul style="list-style-type: none"> - The Product will be distributed by Spriggy Invest via the Spriggy Invest App or Spriggy Invest branded websites. - All applications to acquire the Product must be made via the Spriggy Invest App. - Spriggy Invest may make use of other media outlets to promote their products. Each of these promotions will direct potential consumers back to the Spriggy Invest App and will not facilitate applications directly. - All consumers are required to read the PDS and TMD before investing.
Review triggers		
Material change to key attributes, fund 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 review periods		
Review period	Maximum period for review	
Initial review	1 year	
Subsequent review	2 years (from initial review)	

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 design, product availability and distribution. The distributor should provide all the content of the complaint, having regard to privacy.	Within 10 business days following end of calendar quarter.	All distributors
Significant dealing outside of target market, under s994F(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
To the extent a distributor is aware, dealings outside the target market, including reason why acquisition is outside of target market, and whether acquisition occurred under personal advice.	Within 10 business days following end of calendar quarter.	All distributors

If practicable, distributors should adopt the FSC data standards for reports to the issuer. Distributors must report to **MSC** using the quarterly compliance report or other method specified by Issuer or by email to trustee@msc.group using the subject line 'DDO Reporting – Spriggy Invest'. **MSC** can also be contacted in relation to this TMD on 1300 798 790.

This TMD is issued by Melbourne Securities Corporation Limited ACN 160 326 545 AFSL No. 428289 (Issuer). The Issuer is the responsible entity and issuer of the interests in the managed investment scheme referred to in this TMD. This TMD includes general information only and does not take into account your individual objectives, financial situation, needs or circumstances. Before making any investment decision, you should assess whether the material is appropriate for you and read the product disclosure statement for the product. The PDS can be obtained by visiting the Spriggy Invest website at spriggyinvest.com.au/terms/PDS.pdf. You should also read the additional information document (available at spriggyinvest.com.au/terms/AID.pdf) and the investment options list (available at spriggyinvest.com.au/terms/iol.pdf). To the extent permitted by law, no liability is accepted for any loss or damage as a result of any reliance on this information.

This TMD does not constitute a financial product recommendation or an offer or solicitation with respect to the purchase or sale of the product in any jurisdiction. This material is not intended for distribution to, or use by, any person or entity in any jurisdiction or country where such distribution or use would be contrary to local law or regulation.

Definitions

Term	Definition
Consumer's investment objective	
Capital Growth	The consumer seeks to invest in a product designed to generate capital return. The consumer prefers exposure to growth assets (such as shares or property) or otherwise seeks an investment return above the current inflation rate.
Capital Preservation	The consumer seeks to invest in a product to reduce volatility and minimise loss in a market down-turn. The consumer prefers exposure to defensive assets (such as cash or fixed income securities) that are generally lower in risk and less volatile than growth investments.
Capital Guaranteed	The consumer seeks a guarantee or protection against capital loss whilst still seeking the potential for capital growth (typically gained through a derivative arrangement). The consumer would likely understand the complexities, conditions and risks that are associated with such products.
Income Distribution	The consumer seeks to invest in a product designed to distribute regular and/or tax-effective income. The consumer prefers exposure to income-generating assets (typically, high dividend-yielding equities, fixed income securities and money market instruments).
Consumer's intended product use (% of Investable Assets)	
Solution/Standalone (75-100%)	The consumer intends to hold the investment as either a part or the majority (up to 100%) of their total <i>investable assets</i> (see definition below). The consumer typically prefers exposure to a product with at least High <i>portfolio diversification</i> (see definitions below).
Core Component (25-75%)	The consumer intends to hold the investment as a major component, up to 75%, of their total <i>investable assets</i> (see definition below). The consumer typically prefers exposure to a product with at least Medium <i>portfolio diversification</i> (see definitions below).

Term	Definition
Satellite (<25%)	The consumer intends to hold the investment as a smaller part of their total portfolio, as an indication it would be suitable for up to 25% of the total <i>investable assets</i> (see definition below). The consumer is likely to be comfortable with exposure to a product with Low <i>portfolio diversification</i> (see definitions below).
Investable Assets	Those assets that the investor has available for investment, excluding the residential home.
Portfolio diversification (for completing the key product attribute section of consumer's intended product use)	
Low	Single asset class, single country, low or moderate holdings of securities - e.g. high conviction Aussie equities.
Medium	1-2 asset classes, single country, broad exposure within asset class, e.g. Aussie equities "All Ords".
High	Highly diversified across either asset classes, countries or investment managers, e.g. Australian multi-manager balanced fund or global multi-asset product (or global equities).
Consumer's intended investment timeframe	
Short (≤ 2 years)	The consumer has a short investment timeframe and may wish to redeem within two years.
Medium (> 2 years)	The consumer has a medium investment timeframe and is unlikely to redeem within two years.
Long (> 8 years)	The consumer has a long investment timeframe and is unlikely to redeem within eight years.
Consumer's Risk (ability to bear loss) and Return profile	
<p>Issuers should undertake a comprehensive risk assessment for each product. The FSC recommends adoption of the Standard Risk Measure (<i>SRM</i>) to calculate the likely number of negative annual returns over a 20 year period, using the guidance and methodology outlined in the <i>Standard Risk Measure Guidance Paper For Trustees</i>. SRM is not a complete assessment of risk and potential loss. For example, it does not detail important issues such as the potential size of a negative return or that a positive return could still be less than a consumer requires to meet their investment objectives/needs. Issuers may wish to supplement the SRM methodology by also considering other risk factors. For example, some products may use leverage, derivatives or short selling, may have liquidity or withdrawal limitations, or otherwise may have a complex structure or increased investment risks, which should be documented together with the SRM to substantiate the product risk rating.</p> <p>A consumer's desired product return profile would generally take into account the impact of fees, costs and taxes.</p>	

Term	Definition
Low	The consumer is conservative or low risk in nature, seeks to minimise potential losses (e.g. has the ability to bear up to 1 negative return over a 20 year period (SRM 1 to 2)) and is comfortable with a low target return profile. Consumer typically prefers defensive assets such as cash and fixed income.
Medium	The consumer is moderate or medium risk in nature, seeking to minimise potential losses (e.g. has the ability to bear up to 4 negative returns over a 20 year period (SRM 3 to 5)) and comfortable with a moderate target return profile. Consumer typically prefers a balance of growth assets such as shares, property and alternative assets and defensive assets such as cash and fixed income.
High	The consumer is higher risk in nature and can accept higher potential losses (e.g. has the ability to bear up to 6 negative returns over a 20 year period (SRM 6)) in order to target a higher target return profile. Consumer typically prefers predominantly growth assets such as shares, property and alternative assets with only a smaller or moderate holding in defensive assets such as cash and fixed income.
Very high	The consumer has a more aggressive or very high risk appetite, seeks to maximise returns and can accept higher potential losses (e.g. has the ability to bear 6 or more negative returns over a 20 year period (SRM 7) and possibly other risk factors, such as leverage). Consumer typically prefers growth assets such as shares, property and alternative assets.
Consumer's need to withdraw money	
Issuers should consider in the first instance the redemption request frequency under ordinary circumstances. However, the redemption request frequency is not the only consideration when determining the ability to meet the investor's requirement to access capital. To the extent that the liquidity of the underlying investments or possible liquidity constraints (e.g. ability to stagger or delay redemptions) could impact this, this is to be taken into consideration in completing this section.	
Daily/Weekly/Monthly/Quarterly/ Annually or longer	The consumer seeks to invest in a product which permits redemption requests at this frequency under ordinary circumstances and the issuer is typically able to meet that request within a reasonable period.

Term	Definition
Distributor Reporting	
Significant dealings	<p>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.</p> <p>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.</p> <p>Dealings outside this TMD may be significant because:</p> <ul style="list-style-type: none"> • they represent a material proportion of the overall distribution conduct carried out by the distributor in relation to the product, or • they constitute an individual transaction which has resulted in, or will or is likely to result in, significant detriment to the consumer (or class of consumer). <p>In each case, the distributor should have regard to:</p> <ul style="list-style-type: none"> • the nature and risk profile of the product (which may be indicated by the product’s risk rating or withdrawal timeframes), • the actual or potential harm to a consumer (which may be indicated by the value of the consumer’s investment, their intended product use or their ability to bear loss), and • the nature and extent of the inconsistency of distribution with the TMD (which may be indicated by the number of red or amber ratings attributed to the consumer). <p>Objectively, a distributor may consider a dealing (or group of dealings) outside the TMD to be significant if:</p> <ul style="list-style-type: none"> • it constitutes more than half of the distributor’s total retail product distribution conduct in relation to the product over the reporting period, • the consumer’s intended product use is <i>Solution / Standalone</i>, or • the consumer’s intended product use is <i>Core component</i> and the consumer’s risk (ability to bear loss) and return profile is <i>Low</i>.

APPENDIX 1:

List of investment options that comprise the Equities Options:

Option Name	Underlying Assets	
1. Broad market – Aussie Top Stocks	ETF 1	Vanguard Australian Shares Index ETF (ASE: VAS)
	ETF 2	BetaShares Australia 200 ETF (ASE: A200)
	ETF 3	iShares CORE S&P/ASX 200 ETF (ASE: IOZ)
2. Broad market – US Top Stocks	ETF 1	iShares Core S&P 500 (ASE: IVV)
	ETF 2	SPDR S&P 500 ETF Trust (ASE: SPY)
	ETF 3	Vanguard US Total Market Shares Index ETF (ASE: VTS)
3. Broad market – Emerging Markets	ETF 1	Vanguard FTSE Emerging Markets Fund ETF (ASE: VGE)
	ETF 2	iShares MSCI Emerging Markets ETF (ASE: IEM)
4. Equity Strategies – Sustainability Leaders	ETF 1	BetaShares Global Sustainability Leaders ETF (ASE: ETHI)
	ETF 2	BetaShares Australian Sustainability Leaders ETF (ASE: FAIR)
5. Equity Strategies – Global Health & Medicine	ETF 1	iShares Global Healthcare ETF (ASE: IXJ)
	ETF 2	BetaShares Global Healthcare ETF - Currency Hedged (ASE: DRUG)
	ETF 3	ETFS S&P Biotech (ASE: CURE)

Option Name	Underlying Assets	
6. Equity Strategies – Global Technology	ETF 1	ETFS Morningstar Global Technology ETF (ASE: TECH)
	ETF 2	ETFS FANG+ ETF (ASE: FANG)
	ETF 3	BetaShares NASDAQ 100 ETF (ASE: NDQ)

List of investment options that comprise the Alternative Option:

Option Name	Underlying Assets	
1. Alternatives – Gold	ETF 1	ETFS Physical Gold (ASE: GOLD)
	ETF 2	BetaShares Gold Bullion ETF - Currency Hedged (ASE: QAU)

List of investment options that comprise the Diversified Portfolios:

Option Name	Underlying Assets		
1. Diversified Portfolio – Conservative 2. Diversified Portfolio – Balanced 3. Diversified Portfolio – High Growth <i>*While investment options under the Diversified Portfolios have the same asset class, strategic asset allocation varies. For more details, please see IOL.</i>	Australian equities	ETF 1	Vanguard Australian Shares Index ETF (ASE: VAS)
		ETF 2	Australia 200 ETF (ASE: A200)
		ETF 3	iShares S&P/ASX 200 ETF (ASE: IOZ)

Option Name	Underlying Assets		
	International equities	ETF 1	Vanguard MSCI Index International Shares ETF (ASE: VGS)
		ETF 2	iShares Core MSCI World All Cap ETF (ASE: IWLD)
		ETF 3	SPDR S&P World ex Australia Fund (ASE: WWOZ)
	Emerging markets equities	ETF 1	Vanguard MSCI Emerging Markets Fund ETF (ASE: VGE)
		ETF 2	iShares MSCI Emerging Markets ETF (ASE: IEM)
	Australian bonds	ETF 1	iShares UBS Composite Bond ETF (ASE: IAF)
		ETF 2	Vanguard Australian Fixed Interest Index (ASE: VAF)
	International Bonds	ETF 1	Vanguard Global Aggregate Bond Index Fund edged ETF (ASE: VBND)
		ETF 2	Vanguard International Fixed Interest Index Hedged ETF (ASE: VIF)
		ETF 3	iShares Core Global Corporate Bond ETF (ASE: IHCB)
	Cash / Enhanced Cash	ETF 1	iShares Enhanced Cash ETF (ASE: ISEC)
		ETF 2	BetaShares Australian High Interest Cash ETF (ASE: AAA)
		ETF 3	iShares Core Cash ETF (ASE: BILL)