



# Target Market Determination

## Self-Managed Invest

### 1. About this document

This target market determination (TMD):

- i. describes the class of consumers that comprise the target market for Self-Managed Invest;
- ii. specifies the distribution conditions that apply to the distribution of Self-Managed Invest;
- iii. specifies review triggers that would reasonably suggest that this TMD is no longer appropriate;
- iv. specifies review periods in which the TMD must be reviewed; and
- v. specifies the kinds of information and the timing of any reporting required to enable the Trustee of the Hostplus Superannuation Fund, Host-Plus Pty Limited (ABN 79 008 634 704) to promptly identify a review trigger or any other circumstance that would reasonably suggest that the TMD is no longer appropriate.

#### 1.1 This TMD is not a disclosure document

This document is **not** a product disclosure statement and is **not** a summary of the product's features or terms.

This document does not take into account any person's individual objectives, financial situation or needs, and is not to be considered as any form of advice.

Persons interested in acquiring this product should carefully read the Product Disclosure Statement for Self-Managed Invest, available at [hostplus.com.au/smi](https://hostplus.com.au/smi), and consider obtaining financial advice before making a decision whether to acquire this product.

#### 1.2 Product description and key attributes

This product provides self-managed super funds (SMSFs), small APRA funds (SAFs), approved deposit funds (ADFs) or other eligible complying regulated superannuation entities:

- Access to an investment menu of Hostplus' pre-mixed and single sector investment options
- Access to unique assets generally difficult to access for retail investors.

#### 1.3 Important dates

**Effective date:** 1 July 2025

**Last review date:** 1 July 2025

**Next review date:** to conclude by 1 October 2025

Issued by Host-Plus Pty Limited ABN 79 008 634 704, AFSL 244392 as trustee for the Hostplus Pooled Superannuation Trust (PST) ABN 13 140 019 340.

## 2. Target market

This product has been designed for a broad target market and includes investment options, which allow investors 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 Self-Managed Invest is outlined below.

<b>Target market</b>	Self-managed super funds (SMSFs), small APRA funds (SAFs), approved deposit funds (ADFs) or other eligible complying regulated superannuation entities as determined by the Trustee (eligible investors) with the capacity to invest, that want access to the benefits associated with investment options managed by Hostplus Pooled Superannuation Trust (PST).
<b>Likely objectives</b> <i>(one or more may apply)</i>	<ul style="list-style-type: none"> <li>• To grow the pool of their retirement savings</li> <li>• To diversify their investment portfolio via exposure to a range of asset classes.</li> </ul>
<b>Likely financial situation</b> <i>(one or more may apply)</i>	<ul style="list-style-type: none"> <li>• Capacity to invest monies from their SMSF, SAF, or ADF for the relevant timeframe pertaining to the selected investment option(s).</li> <li>• Are either in accumulation or retirement phase.</li> </ul>
<b>Likely needs</b> <i>(one or more may apply)</i>	<ul style="list-style-type: none"> <li>• Access to a range of investment options that suit the investment strategy of their SMSF, SAF or ADF.</li> <li>• Access to withdraw their investment capital when required.</li> </ul>
<b>Eligibility criteria</b>	<p>The eligibility criteria for Self-Managed Invest are as follows:</p> <ul style="list-style-type: none"> <li>• A Self-managed super fund (SMSF), a small APRA fund (SAF), an approved deposit fund (ADF) or other eligible complying regulated superannuation entity as determined by the Trustee; and</li> <li>• Make a minimum initial investment of \$10,000.</li> </ul>
<b>Excluded consumers</b> <i>(negative target market)</i>	<p>There are certain investors who Self-Managed Invest is not suited to (negative target market) and should not be distributed to:</p> <ul style="list-style-type: none"> <li>• Any person or entity that is not a self-managed super fund (SMSF), a small APRA fund (SAF), an approved deposit fund (ADF) or other eligible complying regulated superannuation entity as determined by the Trustee.</li> </ul>

## 2.1 Investment Options

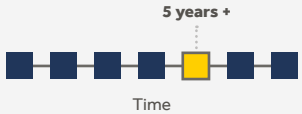
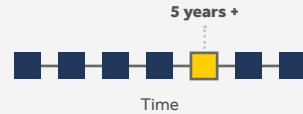




The following tables define the sub-market for each investment option within Self-Managed Invest. Explanations of the bolded terms used in this table are in the glossary at section 6.

Note that more detailed information on product attributes such as fees and investment objectives can be found in the Self-Managed Invest PDS and Additional Information Brochure available at [hostplus.com.au/smi](https://hostplus.com.au/smi).

### Core pre-mixed investment options

Our Core pre-mixed investment options **focus on delivering the best net return for a given level of risk**.

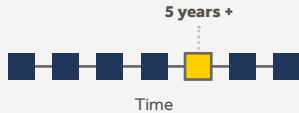

These options take full advantage of Hostplus' investment expertise and feature our best investment ideas across listed and unlisted assets, bonds and cash.

		Balanced	Conservative Balanced
Overall class of investors designed for	Summary	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> .	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> .
	Who is this investment option suitable for?	With a <b>bias to growth</b> assets, this <b>Core pre-mixed</b> investment option is designed for investors with a <b>medium to long-term</b> investment timeframe, who are seeking <b>strong</b> long-term returns ( <b>very strong</b> long-term returns in Pension phase) and have a <b>medium to high tolerance</b> of negative returns.	With a <b>similar proportion of growth and defensive</b> assets, this <b>Core pre-mixed</b> investment option is designed for investors with a <b>medium to long-term</b> investment time frame, who are seeking <b>moderate</b> long-term returns ( <b>strong</b> long-term returns in Pension phase) and have a <b>medium tolerance</b> of negative returns.
Product key attributes	Minimum suggested investment timeframe		
	Level of investment risk	 <p>(Negative returns expected in between 3 to less than 4 out of every 20 years)</p>	 <p>(Negative returns expected in between 2 to less than 3 out of every 20 years)</p>
		<b>Capital Stable</b>	
Overall class of investors designed for	Summary	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> .	
	Who is this investment option suitable for?	With a <b>bias to defensive</b> assets, this <b>Core pre-mixed</b> investment option is designed for investors with a <b>medium to long-term</b> investment time frame, who are seeking <b>modest</b> long-term returns ( <b>moderate</b> long-term returns in Pension phase) and have a <b>low to medium tolerance</b> of negative returns.	
Product key attributes	Minimum suggested investment timeframe		
	Level of investment risk	 <p>(Negative returns expected in between 1 to less than 2 out of every 20 years)</p>	

## Indexed pre-mixed investment option

Our Indexed pre-mixed investment option **focuses on minimising investment fees and costs**.

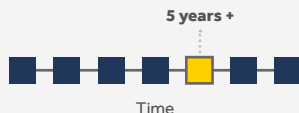

This option generally uses a passive investment style to invest in listed companies, bonds, and cash, and aims to track the returns of the markets in which it invests.

Indexed Balanced		
Overall class of investors designed for	Summary	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> .
	Who is this investment option suitable for?	With a <b>bias to growth</b> assets, this <b>Indexed pre-mixed</b> investment option is designed for investors 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.
Product key attributes	Minimum suggested investment timeframe	
	Level of investment risk	 <p>(Negative returns expected in between 4 to less than 6 out of every 20 years)</p>

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

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

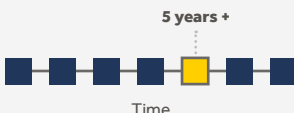
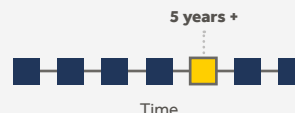






This options seeks to reduce exposure to industry segments within fossil fuels and tobacco production, as well as other factors.

Socially Responsible Investment (SRI) – Balanced		
Overall class of investors designed for	Summary	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> .
	Who is this investment option suitable for?	With a <b>bias to growth</b> assets, this <b>Socially Responsible Investment pre-mixed</b> option is designed for investors with a <b>medium to long-term</b> investment time frame, who are seeking <b>moderate</b> long-term returns ( <b>strong</b> long-term returns in Pension phase) and have a <b>medium to high tolerance</b> of negative returns.
Product key attributes	Minimum suggested investment timeframe	
	Level of investment risk	 <p>(Negative returns expected in between 3 to less than 4 out of every 20 years)</p>

## Single sector investment options

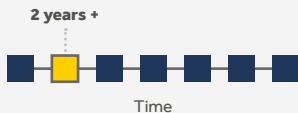
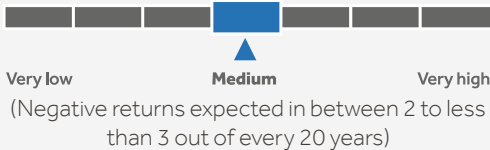
Our single sector investment options **focus on investing in a single investment sector**.

These investment options predominantly invest in a specific asset class, such as Property or Australian Shares, and have varying investment styles. If investors choose one or more of the single sector investment options without adequately diversifying their overall investment portfolio, they could expose their super savings to a greater risk of loss.

		Australian Shares – Indexed	International Shares – Emerging Markets
Overall class of investors designed for	Summary	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> .	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) and has <b>medium diversification</b> .
	Who is this investment option suitable for?	With <b>all growth</b> assets, this <b>single sector</b> investment option is designed for investors with a <b>medium to long-term</b> investment time frame, who are seeking <b>moderate</b> long-term returns ( <b>very strong</b> long-term returns in Pension phase) and have a <b>high tolerance</b> of negative returns.	With <b>all growth</b> assets, this <b>single sector</b> investment option is designed for investors with a <b>medium to long-term</b> investment time frame, who are seeking <b>strong</b> long-term returns ( <b>very strong</b> long-term returns in Pension phase), have a <b>high tolerance</b> of negative returns and <b>can accept the impacts of foreign currency movements</b> .
Product key attributes	Minimum suggested investment timeframe		
	Level of investment risk	 <p>Very low      High      Very high (Negative returns expected in between 4 to less than 6 out of every 20 years)</p>	 <p>Very low      High      Very high (Negative returns expected in between 4 to less than 6 out of every 20 years)</p>
		Property*	Infrastructure*
Overall class of members designed for	Summary	The Property investment option is focused on <b>delivering the best net return in a single sector</b> from investing in a portfolio with a <b>bias to defensive</b> assets (typically investing in property or buildings, either directly or via property trusts) and has <b>medium diversification</b> .	The Infrastructure investment option is focused on <b>delivering the best net return in a single sector</b> from investing in a portfolio with a <b>similar proportion of defensive and growth</b> assets (typically investing in tangible infrastructure assets, such as airports, seaports, toll roads, renewable energy and utilities, both within Australia and globally) and has <b>medium diversification</b> .
	Who is this investment option suitable for?	With a <b>bias to defensive</b> assets, this <b>single sector</b> investment option is designed for investors with a <b>long-term</b> investment timeframe, who are seeking <b>modest</b> long-term returns ( <b>moderate</b> long-term returns in Pension phase) and have a <b>medium tolerance</b> of negative returns.	With a <b>similar proportion of defensive and growth</b> assets, this <b>single sector</b> investment option is designed for investors with a <b>long-term</b> investment timeframe, who are seeking <b>modest</b> long-term returns ( <b>moderate</b> long-term returns in Pension phase), and have a <b>low to medium tolerance</b> of negative returns.
Product key attributes	Minimum suggested investment timeframe		
	Level of investment risk	 <p>Very low      Medium      Very high (Negative returns expected in between 2 to less than 3 out of every 20 years)</p>	 <p>Very low      Low to Medium      Very high (Negative returns expected in between 1 to less than 2 out of every 20 years)</p>

\*Please note that switching windows apply to the Property and Infrastructure options. See the Self-Managed Invest Additional Information Brochure available from [hostplus.com.au/smi](https://hostplus.com.au/smi) for more information.

## Single sector investment options (cont'd)

		Diversified Fixed Interest – Indexed
Overall class of investors designed for	Summary	The Diversified Fixed Interest – Indexed investment option is focused on <b>minimising investment fees and costs</b> in a <b>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> .
	Who is this investment option suitable for?	With <b>all defensive</b> assets, this <b>single sector</b> investment option is designed for investors 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.
Product key attributes	Minimum suggested investment timeframe	
	Level of investment risk	

### 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 Self-Managed Invest.

Distribution Channel	Permitted Channel	Distribution conditions/ restrictions
Direct channels through Hostplus	Yes	<ul style="list-style-type: none"> <li>This product can only be issued 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 self-managed superannuation product.

### 4. Review process

This Target Market Determination is effective from 1 July 2025. We will review this Target Market Determination in accordance with the periods or events below:

Last review	1 July 2025
Periodic reviews	Within 15 months of the last review.
Review trigger or events	<ul style="list-style-type: none"> <li>Receipt of a significant or unexpectedly high number of complaints from investors 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.</li> <li>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.</li> <li>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.</li> <li>Material changes to distribution conditions of the product that would reasonably suggest that this TMD is no longer appropriate.</li> <li>Receipt of a Product Intervention Power order from ASIC requiring Hostplus to cease retail distribution of this product.</li> <li>Material changes to the investment profile of customers that would reasonably suggest that this TMD is no longer appropriate.</li> <li>Occurrence of a significant dealing(s) outside of the target market that would reasonably suggest that this TMD is no longer appropriate.</li> </ul>
Where a review trigger has occurred, the Trustee and all <b>Distributors</b> 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 monitors the consistency of the distribution of Self-Managed Invest with the Target Market on a quarterly basis. In order to assist Hostplus with the identification of potential issues with the distribution of Self-Managed Invest, **Distributors** are required to report the information to Hostplus as outlined below:

Reporting	Format	Provider	Frequency	How
<b>Complaints</b>	Any complaints received by <b>Distributors</b> about Self-Managed Invest including where the complaint relates to product design, or product distribution conditions. The <b>Distributor</b> should provide all the complaint details where appropriate.	<b>Distributor</b>	Quarterly, within 10 business days after the end of the calendar quarter.	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>
<b>General product &amp; performance feedback</b>	<b>Distributors</b> should report all general feedback about this product and its performance.	<b>Distributor</b>	Quarterly, within 10 business days after the end of the calendar quarter.	Via email at <a href="mailto:ddoreporting@hostplus.com.au">ddoreporting@hostplus.com.au</a>
<b>Distribution of Product outside of TMD</b>	<b>Distributors</b> should report all distribution outside of the target market that was not based on personal advice. This should include an indicator as to why the distribution is outside of the target market.	<b>Distributor</b>	Within 10 business days of becoming aware of the distribution outside of the target market.	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>
<b>Significant dealings</b>	<p><b>Distributors</b> should advise of any significant dealings outside of the target market. 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 <b>Distributor</b> 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>	<b>Distributor</b>	As soon as practicable. No later than 10 business days after the <b>Distributor</b> 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
Distributor(s)	<p>A distributor is a regulated person who issues or engages in other retail product distribution conduct, as an AFS licensee or their authorised representative.</p> <p><b>Note that employers are not considered to be a distributor</b> for the purpose of complying with distributor reporting requirements.</p>
Diversification level	<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 consumers 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 - Indexed</b> option is diversified across multiple companies and investment managers, predominately investing in the Australian shares asset class.</p> <p><i>These terms appear in the 'summary' and 'who is this investment suitable for?' sections within each of our investment options detailed above.</i></p>
Growth assets label	<p>To assist consumers 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?' sections within each of our investment options detailed above.</i></p>
Impact of foreign currency movements	<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>
Investment style	<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
Level of investment risk	<p>The level of investment risk is based on an industry-wide Standard Risk Measure that shows the number of expected negative annual returns over a 20-year period. To assist consumers in making an informed choice, Hostplus has used the following criteria to indicate the level of tolerance to negative returns that an investor 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?' sections within each of our investment options detailed above.</i></p>
Long-term returns label	<p>To assist consumers 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?' sections within each of our investment options detailed above.</i></p>
Minimum suggested investment timeframe	<p>To assist consumers in making an informed choice, Hostplus has used the following criteria to categorise the Minimum suggested 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?' sections within each of our investment options detailed above.</i></p>
Pre-mixed	<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>
Single sector	<p>The single sector investment options predominantly invest in a specific asset class, such as Property or Australian Shares, and have varying investment styles.</p>

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