

Target Market Determination

NESS Super

NESS Super provides a range of investment options available to all members. It also provides insurance options that cover death, total and permanent disability (TPD) and income protection (IP).

Trustee of NESS Super	NESS Super Pty Ltd
Fund name	NESS Super
Australian Business Number (ABN)	72 229 227 691
Unique Superannuation Identifier (USI)	NES0100AU

NESS Super (the Fund) is a complying Resident Regulated Superannuation Fund within the meaning of the Superannuation Industry (Supervision) Act 1993 (SIS Act).

1. About this document

This Target Market Determination (TMD) sets out the target market for the product, distribution conditions, reporting obligations and triggers to review the target market.

This document is not a Product Disclosure Statement (PDS) and is not a summary of the product features or terms and conditions of the product and is not intended to provide financial advice. This document does not consider any person's individual objectives, financial situations or needs. Persons interested in acquiring this product should carefully read the PDS, Additional Information booklet and Insurance Guide (either Employed Division or Personal Division whichever is appropriate), available at nesssuper.com.au when considering this product.

2. Important Dates

Event	Date
Date from which this target market determination is effective	5 October 2021
Date when this target market determination was last reviewed	5 October 2021
Date when this target market determination will be next reviewed	5 October 2021

3. Class of consumer within the target market

The below information summarises the overall class of consumer that fall within the target market for NESS Super.

NESS Super is designed for consumers who:

- Are looking to invest for their retirement within the superannuation environment
- Want to make an active investment choice by selecting one or more investment options
- Receive superannuation guarantee contributions from their employer and/or make personal superannuation contributions
- Want to be able to review and manage their portfolio in one place

Product description and key attributes

The key product attributes of NESS Super are:

- Access to comprehensive investment options, including single sector and multi-sector options
- Access to insurance options, including Death, Total and Permanent Disability (TPD) and Income Protection (IP)
- Access to an online portal for account updates, transactions, and overall portfolio view
- Ability to transfer the superannuation account when members change jobs
- Ability to access personal financial advice about superannuation
- Member benefits program, to access discounts and lifestyle offers

Investment options available

The table below sets out the choice of investment options available within NESS Super and the investor profile and objectives of the respective investment options.

Investment Option	Investment Option Description and Objective	Minimum suggested Investment timeframe
High Growth	<p>This investment option is designed to cater for choice members with a long-term investment horizon (7+ years) who are seeking equity like returns who can tolerate high levels of volatility.</p> <p>It provides a high a high-level exposure to growth asset class, mostly equities with a smaller exposure to other growth asset classes which are less liquid.</p> <p>Targets a return of CPI + 4% per annum net of fees and tax (where applicable) over rolling 7-year periods</p>	7+ years
Stable	<p>This investment option designed for choice members with a short to medium investment horizon (3+ years) who are</p>	3+ years

Investment Option	Investment Option Description and Objective	Minimum suggested Investment timeframe
	<p>seeking medium levels of return (below equity but above bonds) with moderate levels volatility.</p> <p>It provides more exposure to defensive assets over growth assets.</p> <p>Targets a return of CPI +2% per annum net of fees and tax (where applicable) over rolling 5-year periods.</p>	
Australian Shares	<p>This investment option is designed to cater for choice members with a long-term investment horizon (7+ years) who are seeking Australian equity returns and can tolerate high levels of volatility.</p> <p>It provides exposure to the Australian equities diversified by manager and style. Targets a return of CPI + 4% per annum net of fees and tax (where applicable) over rolling 7-year periods.</p>	7+ years
Overseas Shares	<p>This investment option is designed to cater for choice members with a long-term investment horizon (7+ years) who are seeking overseas equity returns and can tolerate high levels of volatility.</p> <p>It provides exposure to the international equities diversified by manager and style. Targets a return of CPI + 4% net of fees and tax (where applicable) over rolling 7-year periods.</p>	7+ years
Property	<p>This investment option is designed to cater for choice members with a long-term investment horizon (7 + years) who are seeking equity like returns and can tolerate high levels of volatility.</p> <p>It provides exposure to listed property.</p> <p>Targets a return of at least CPI + 3% per annum net of fees and tax (where applicable) over rolling 7-year periods.</p>	7+ years
Cash	<p>This investment option is designed to cater for choice members with a short-term investment horizon who are seeking cash like returns with low probability of capital loss.</p>	None

Investment Option	Investment Option Description and Objective	Minimum suggested Investment timeframe
	<p>It provides exposure to a mix of cash and cash equivalents.</p> <p>Targets a return net of fees and tax (where applicable) that is similar with the Bloomberg AusBond Bank Bill Index.</p>	

Insurance options

The table below sets out the insurance options available within NESS Super and the customers/members that it has been designed for.

Customers/members who apply for insurance cover must meet certain eligibility conditions such as but not limited to age, employment and be an Australian resident as outlined in the NESS Super Employed Division Insurance Guide (or Personal Division Insurance Guide).

A member who holds insurance cover must have enough money in their NESS Super account to cover premiums and fees. For income protection (IP) cover, superannuation guarantee (SG) contributions must be paid by the employer to cover IP premiums.

Insurance option	Designed to meet the needs of members who:
Death cover	<ul style="list-style-type: none"> Want to receive a benefit on death for their dependants, estate, or legal personal representative Want to receive a benefit if diagnosed with a terminal illness and have less than 24 months to live Have nominated beneficiaries and/or dependants to receive the benefit Are aged from 15 to 69 Have a superannuation balance of at least \$6,000 and are over age 25 or have opted in to receive cover
Total and Permanent Disablement (TPD) cover	<ul style="list-style-type: none"> Want to receive a benefit should they become totally and permanently disabled Are aged from 15 to 64 Have a superannuation balance of at least \$6,000 and are over age 25 or have opted in to receive cover
Income Protection (IP) cover	<ul style="list-style-type: none"> Want to receive a monthly income support payment if you are ill or injured for up to 2 years (104 weeks)

- Are aged below 65
- Receive superannuation guarantee contributions from their employer to cover IP premiums
- Have a superannuation balance of at least \$6,000 and are over age 25 or have opted in to receive cover

Consistency between target market and the product

This product is likely to be consistent with the likely objectives, financial situation and needs of the class of customers in the target market. This is based on an analysis of the key terms, features and attributes of the product and a finding that these are consistent with the identified class of customers.

NESS Super:

- Fulfils a need for consumers in the target market
- Includes features and attributes that are consistent with the objectives and needs of the target market
- Benefits the consumers in the target market
- Delivers on the product outlined in this target market determination
- Has previously benefited target market consumers in the past

This target market determination will be reviewed by 5 October 2022. During the review NESS Super will carefully consider whether it continues to be suitable for consumers in the target market.

4. Distribution

Distribution channels

This product is designed to be distributed through the following means:

- Directly through an online portal or physical application form
- Employers
- Selected third party financial advisors

Distribution conditions

This product should only be distributed under the following circumstances:

- Where the prospective member is a resident of Australia and is eligible to contribute or consolidate their superannuation account
- Where a member is applying for insurance cover, they must:
 - Meet the age, employment and residency requirements outlined in the PDS and any other document incorporated by reference.
 - Be in an eligible work status category for the type of cover being applied for
- To consumers that fall within the target market

Adequacy of distribution conditions and restrictions

We have determined that the distribution conditions and restrictions will make it likely that customers who purchase the product are in the class of customers for which it has been designed. We consider that the distribution conditions are appropriate and will assist distribution in being directed towards the target market for whom the product has been designed.

5. Reviewing this target market determination

We will review this target market determination annually or when a review trigger or event occurs. The next review will occur before 5 October 2022.

Review triggers or events

The following events or circumstances would require the TMD to be reviewed:

- a material change to the design or distribution of the product
- distribution conditions found to be inadequate, such as distribution to consumers that do not meet insurance cover eligibility
- identification of significant detriment to consumers if TMD was not reviewed
- external events such as adverse media coverage or regulatory attention
- significant changes in metrics, including, but not limited to, complaints and number of contact points in relation to NESS Super
- significant increase in investment option switching
- significant increase in members exiting the product
- significant proportion of insurance cancellation rates
- significant proportion of insurance claims being denied or withdrawn
- persistent member complaints about investment options or product
- a material change in investment option asset allocations
- sale or acquisition of an asset that was/is an important part of the investment holdings of a particular investment option
- a change has occurred that effects the objectives of the target market

This target market determination will be reviewed within 10 business days following the Trustee of NESS Super being alerted of a trigger event occurring.

6. Reporting and monitoring

We will collect the following information from our distributors and related parties in relation to the TMD.

Complaints:

- The number of complaints in relation to the product covered by the TMD on a quarterly basis. Reporting is still required if the number of complaints is zero.
- This will include the substance of the complaints and general feedback relating to the product and its performance

Significant dealings:

Distributors will report to NESS Super which will report to ASIC if they and it becomes aware of a significant dealing in relation to this TMD within 10 business days.

A significant dealing includes circumstances where:

- Five per cent of consumers who have acquired the product are not in the target market over a six-month period
- Five per cent of consumers who have acquired the product have characteristics that are specifically excluded from the target market
- Distribution conditions have regularly not been met