



**DomaCom**

**TARGET MARKET**

**DETERMINATION**

**Special Opportunities Investment  
(Geared Unit Trust – Property)**

# Special Opportunities Investment (Geared Unit Trust – Property)

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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, including its key attributes, would likely be consistent with their likely objectives, financial situation and needs. In addition, the TMD outlines the triggers to review the target market and certain other information. It forms part of Melbourne Securities Corporation Limited's and DomaCom Australia Limited'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. 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 before making a decision whether to buy this product.

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. The PDS can be obtained at: [www.domacom.com.au](http://www.domacom.com.au)

## Fund and Issuer Identifiers:

<b>Issuer</b>	Melbourne Securities Corporation Limited
<b>Issuer ACN</b>	160 326 545
<b>Issuer AFSL</b>	428289
<b>Manager</b>	DomaCom Australia Limited
<b>Manager ACN</b>	153 951 770
<b>Manager AFSL</b>	444365
<b>Fund</b>	DomaCom Fund
<b>ARSN</b>	167 020 626
<b>APIR Code</b>	NA – an APIR code is allocated for each sub-fund once a property has been acquired
<b>ISIN Code</b>	NA – an ISIN is allocated for each sub-fund once a property has been acquired
<b>Effective Date</b>	31 July 2023
<b>TMD Version</b>	V1.3
<b>TMD Status</b>	Current

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<b>Product Description</b>	<p><b>A special opportunities investment sub-Fund is a product offering the following key features:</b></p> <ul style="list-style-type: none"> <li>- Investment exposure to discrete property investments through an interposed Unit Trust</li> <li>- An underlying property asset may be a development or existing with a view to hold for capital growth and income</li> <li>- The use of debt within the interposed Unit Trust to deliver a geared property investment outcome Investment in a fraction of a specific property with other like-minded investors</li> </ul>
<b>Target Market</b>	<p><b>Needs, Objectives and Financial Situation of the Target Market</b></p> <p><b>Class of Customer</b> This product is targeted at the class of customer which meets the below needs, objectives and financial situation.</p> <p><b>Needs and Objectives</b> This product is designed for individuals or entities who:</p> <ul style="list-style-type: none"> <li>- Wish to gain exposure to specific property opportunities as set out in the Supplementary Product Disclosure (SPDS) document</li> <li>- Wishes to use leverage against a property investment to deliver pre-tax capital growth whilst continuing to receive income generated from a property</li> <li>- Wish to invest in a vehicle that uses arm’s length review and management of the property development</li> <li>- Need to create a diversified portfolio across asset classes</li> <li>- Are looking for diversification in their portfolio</li> <li>- Wanting to use leverage including debt to part fund the acquisition of the property</li> </ul> <p><b>Financial Situation</b> This product is designed for individuals or entities who:</p> <ul style="list-style-type: none"> <li>- May not have the capacity to invest in the special opportunity directly</li> <li>- Do not wish to invest the quantum generally required for direct special opportunities</li> <li>- Understand the liquidity options available to them to exit their investment either through the expiry of the investments term, wind-up of an investment through unitholder vote or the sale of units via the DomaCom liquidity facility</li> </ul>
<b>TMD Indicator</b>	<p>Based on the Product Description and Target Market described above, the TMD Indicator indicates whether a consumer meeting the following attributes is likely to be in the target market for this product:</p> <p> <span style="display: inline-block; width: 15px; height: 15px; background-color: green; margin-right: 5px;"></span> In target market         <span style="display: inline-block; width: 15px; height: 15px; background-color: yellow; margin-left: 20px; margin-right: 5px;"></span> Potentially in target market         <span style="display: inline-block; width: 15px; height: 15px; background-color: red; margin-left: 20px; margin-right: 5px;"></span> Not in target market       </p>

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Consumer Attributes		
Investment Objective	TMD	
Capital Growth	Yellow	A Special Opportunities Investment (Geared Unit Trust – Property Sub-Fund aims to provide investors with an exposure to an underlying geared property investment via an interposed Unit Trust. Investors may benefit from income returns and the potential for some capital growth.
Capital Preservation	Red	
Capital Guaranteed	Red	
Income Distribution	Green	
Investment Timeframe		
Investment Objective	TMD	
Short (<2 years)	Yellow	Sub-Fund terms can range and may be set to a maximum of 30 years. At the end of a Sub-Funds term, unitholders vote to either wind-up or extend the Sub-Funds term by Ordinary Resolution. Investors may also, at any time, vote to wind-up up a Sub-Fund via a Special Resolution vote of unitholders. Individual investors may also utilise the DomaCom liquidity facility to exit their investment at any time subject to there being a willing buyer of those units.
Medium (>2 years & <8 years)	Green	
Long (>8 years)	Green	
Need to withdraw money		
Daily	Red	All Sub-Funds have a set investment period as outlined in the relevant Supplementary Product Disclosure Statement. Sub-Fund can have a range of terms up to a maximum of 30 years. At the end of the set time period unitholders may vote to wind-up or extend the time period for the sub-Fund. Investors may also vote to wind-up a Sub-Fund at any time by Special Resolution. Individual investors may also exit their investment using the DomaCom liquidity facility depending on the availability of buyers of any units offered.
Weekly	Red	
Monthly	Red	
Quarterly	Red	
Annual or longer	Green	
Intended Product Use		
Solution/ Standalone (>75%)	Red	The DomaCom Fund enables investors to diversify their investments across multiple

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	Core Component (25-75%)		asset classes including property, mortgage-backed loans and Special Opportunities.
	Small Allocation (<25%)		Within the property asset class investors may also further diversify across property types and geographic locations.
	Risk and Return Profile		
	Low		A Special Opportunities Investment (Geared Unit Trust – Property) Sub-Fund aims to provide investors with regular income distributions and the potential for some capital growth utilising a gearing strategy to seek to improve investment returns. The investment is made via an interposed Unit Trust. The use of debt to fund an investment may also increase the chance of loss. Neither income nor capital growth is guaranteed. Income is subject to tenancy of the property and the receipt of payments through the NDIS (which is subject to change). Gearing may increase the potential for capital gains as well as possible losses.
	Medium		
	High		
	Very High		
	Other (Specify)	TMD	
<b>Distribution Conditions</b>	<p>This product can only be offered and/or issued in accordance with the relevant product terms and conditions outlined in the Product Disclosure Statement (as amended from time to time) and is subject to the following further Distribution Conditions:</p> <ul style="list-style-type: none"> <li>▪ Can be distributed to retail investors via the DomaCom Fund Product Disclosure Statement</li> <li>▪ Consumer must accept the Supplementary Product Disclosure Statement for a specific investment opportunity</li> </ul> <p>Consumer must acquire the product through a financial adviser or authorised distribution partner and is receiving the product under Personal or General Advice or via DomaCom’s General Advice licence.</p>		
<b>Initial Review</b>	Within one (1) year of the effective date		
<b>Periodic Reviews</b>	At least every two (2) years from the initial review		
<b>Review Triggers &amp; Information Requirements</b>	Where the issuer or DomaCom determines that any of the below triggers has occurred, this TMD will be reviewed:		

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	Review Trigger	Information Requirements	Provider	Reporting Frequency
	Changes	Material changes to key attributes, investment objective and/or fees	Chief Compliance and Risk Officer	As required
	Complaints	The number, nature and outcomes of complaints received.	Chief Compliance and Risk Officer	Bi-Monthly
	Significant dealing outside the target market	The nature and circumstances of the significant dealing, the number of consumers affected and report whether consumer harm or detriment has or is likely to occur.	Chief Operating Officer	Bi-Monthly

Distributor Reporting Requirements This part is required under section 994B(5)(g) and (h) of the Act.		
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.	As soon as the Distributor has received the complaint.	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 of dealings outside the target market these should be reported to the issuer, including reason why acquisition is outside of target market, and	Within 10 business days following end of calendar quarter.	All distributors

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whether acquisition occurred under personal advice.		
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If practicable, distributors should adopt the FSC data standards for reports to the Issuer. Distributors must report to the Issuer using the quarterly compliance report or other method specified by the issuer and should send reports to the issuer via email to trustee@msc.group with the subject line 'DDO Reporting – DomaCom Fund'. The Issuer can also be contacted in relation to this TMD on 1300 190 198.

This TMD is issued by Melbourne Securities Corporation Limited ACN 160 326 545 AFSL No. 428289 in its capacity as 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 at [www.domacom.com.au](http://www.domacom.com.au).

To the maximum 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	
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 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-

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	yielding equities, fixed income securities and money market instruments).
<b>Consumer's Intended Product Use (% of Investible Assets)</b>	
Solution/standalone (75-100%)	The consumer intends to hold the investment as either a part or the majority (up to 100%) of their total investible assets (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 investible assets (see definition below). The consumer typically prefers exposure to a product with at least Medium <i>portfolio diversification</i> (see definitions below).
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 investible assets (see definition below). The consumer is likely to be comfortable with exposure to a product with Low <i>portfolio diversification</i> (see definitions below).
Investible Assets	Those assets that the investor has available for investment, excluding the family home.
<b>Consumer's intended investment timeframe</b>	
Short ( $\leq 2$ 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.
<b>Consumer's Risk (ability to bear loss) and Return profile</b>	
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



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	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.
<b>Consumer's need to withdraw money</b>	
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.
<b>Distributor Reporting</b>	
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: <ul style="list-style-type: none"> <li>• they represent a material proportion of the overall distribution conduct carried out by the distributor in relation to the product, or</li> <li>• 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).</li> <li>• In each case, the distributor should have regard to: <ul style="list-style-type: none"> <li>• the nature and risk profile of the product (which may be indicated by the product's risk rating or withdrawal timeframes),</li> <li>• 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</li> <li>• 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).</li> </ul> </li> </ul>

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	<ul style="list-style-type: none"> <li>• Objectively, a distributor may consider a dealing (or group of dealings) outside the TMD to be significant if:</li> <li>• it constitutes more than half of the distributor’s total retail product distribution conduct in relation to</li> <li>• the product over the reporting period,</li> <li>• the consumer’s intended product use is Solution / Standalone, or</li> <li>• the consumer’s intended product use is Core component and the consumer’s risk (ability to bear loss)</li> <li>• and return profile is Low.</li> </ul>
<p><b>Relevant SPDS</b></p>	<p>DMC0256AU 6 &amp; 8 Lanyon Street Mandurah WA 6210  DMC0271AU 174 &amp; 176 Hicks Street Gosnells WA 6110  DMC0992AU 7 Henry Street Midland WA 6056  DMC1737AU Baldivis WA 6171  DMC2964AU Shoreline North Coogee WA 6163  DMC4035AU Como WA 6152  DMC6716AU 626 Rockingham Road Munster (Lake Coogee) WA 6166  DMC8078AU 13 Cope Street Midland WA 6056  DMC0034AU 97 Morrison Road Midland WA 6056  DMC2588AU 153 &amp; 153 Morrison Road Midland WA 6056  DMC1548AU 77 Cooper Street Mandurah WA 6210  DMC9268AU 112-114 Hicks Street Gosnells WA 6110  DMC2196AU 20 Bert Street Gosnells WA 6110  DMC4146AU 25 May Street Gosnells WA 6110  DMC6685AU 58 Gibson Street Mandurah WA 6210  DMC0016AU 17-19 Hancock Street Mandurah WA 6210  DMC6713AU 7 Blackburn Street Maddington WA 6109  DMC1952AU 32-34 John Street Midland WA 6056  DMC3850AU 22 Fifth Street Armadale WA 6112  DMC1985AU 26 Allnutt Street Mandurah WA 6210  DMC0405AU 32 Orr Street Maddington WA 6109  DMC2245AU 32 Dale Road Armadale WA 6112  DMC6374AU 50 Penguin Road Shoalwater WA 6169  DMC0421AU 6 Barford Street Maddington WA 6109  DMC7575AU 76 Wintergreene Bennett Springs WA 6063</p>