





Target Market Determination

Maritime Contributory Accumulation

1. About this document

This target market determination (TMD):

- i. describes the class of consumers that comprise the target market for Maritime Contributory Accumulation;
- ii. specifies the distribution conditions that apply to the distribution of Maritime Contributory Accumulation;
- 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 Maritime Contributory Accumulation, available at **Hostplus.com.au/pds**, and consider obtaining financial advice before making a decision whether to acquire this product.

1.2 This TMD does not apply to MySuper

This TMD applies to the Maritime Contributory Accumulation product except for the MySuper (Balanced) investment option. MySuper products are exempted from the design and distribution obligations of the *Corporations Act 2001 (Cth)*. However, this TMD does apply to the Balanced investment option as a choice investment option.

1.3 Product description and key attributes

This product is an accumulation superannuation product that caters for consumers to save for their retirement, and allows money to be withdrawn in limited situations. It offers the following key attributes:

- a diverse range of investment options including various pre-mixed, single sector, and member-directed investment options.
- a variety of insurance options including death, total and permanent disability, and income protection insurance options.

1.4 Important dates

Effective date: 1 October 2024 Last review date: 1 October 2024

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 Superannuation Fund (the Fund) ABN 68 657 495 890, MySuper No 68 657 495 890 198.

2. Target market

This product has been designed for a specific target market and includes investment and insurance options, which allows members 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 and insurance options.

The **target market** (and sub-markets) for Maritime Contributory Accumulation is outlined below.

Target market	Subject to eligibility criteria, new or existing employees in the Seafaring and related industries, who:
(one or more	are nominated for membership by their participating employer.
may apply)	• are looking to invest their superannuation for the purpose of saving for their retirement.
	may want to insure against death, disability, or loss of income.
	remain employed within the Maritime industry.
Likely objectives	To grow retirement savings in an accumulation account.
(one or more	To take advantage of superannuation concessional tax treatment.
may apply)	• To access a broad investment choice menu to align with their desired level of risk and returns, diversification, and investment horizon.
	• To ensure their and their family's financial security in the event of death or disability, up to the relevant maximum entry and policy expiry ages.
Likely financial	Working full time or part time in a Seafaring or related industry.
situation (one or more	Are in a financial position to make ongoing minimum member contributions towards their superannuation account.
may apply)	Receiving superannuation contributions from employment.
	Capacity to direct income or personal savings to superannuation.
	Accepts being unable to access preserved monies until meeting a condition of release.
	• Consumers who would like to use their superannuation balance and contributions to pay for the cost of their insurance cover.
Likely needs (one or more may apply)	Ability to make contributions permitted by law to a complying superannuation fund that can receive superannuation guarantee contributions from their participating employer, or any voluntary contributions, to save for retirement purposes.
	Access to a range of investment options to build a suitable portfolio based on their risk appetite, investment horizon, diversification requirements, and return objective.
	Access to personal insurance to protect against death or disability applicable to their occupation within the Maritime industry.
	Ability to access their retirement savings on meeting a condition of release.

The target market (and sub-markets) for Maritime Contributory Accumulation (cont'd)

Eligibility criteria

The eligibility criteria for Maritime Contributory Accumulation are as follows:

A consumer must be:

- Nominated for membership by their Participating Employer in the Seafarers division; or
- An existing Maritime Contributory or Non-contributory Accumulation member; and
- Eligible to make and receive superannuation contributions in the accumulation phase.
- An Australian resident for tax purposes or a lawful non-citizen, within the meaning of the Migration Act 1958 (Cth), or employed by an eligible Australian employer.

Certain investment options and insurance options have specific eligibility criteria that apply to them.

Excluded consumers (negative target market)

Maritime Contributory Accumulation is not suited to (negative target market) and should not be distributed to consumers who:

- are not nominated for membership by their Participating Employer, or who have not transferred into Maritime Contributory Accumulation via the successor fund transfer on 2 September 2023.
- require a regular income stream from this product.
- are planning to manage their own superannuation via a self-managed superannuation fund.
- are over the age of 65, and whose objective is to purchase income protection cover through superannuation (refer to the Member Guide for further details).
- are over the age of 70, and whose objective is to purchase death and/or TPD cover through superannuation (refer to the Member Guide for further details).
- require access to their superannuation balance before meeting a condition of release.
- are not saving for retirement.
- are not receiving superannuation contributions, do not want to make personal contributions and do not have existing funds to rollover.

2.1 Investment Options

 $The following \ tables \ define \ the \ sub-market \ for \ each \ investment \ option \ within \ Maritime \ Contributory \ Accumulation.$ 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 Maritime Contributory Accumulation PDS and Member Guide available at hostplus.com.au/pds

	ore pre-mixed investment options			
		ment options focus on delivering the best net retuin Intage of Hostplus' investment expertise and featur		
	ed assets, bonds and o			
		High Growth [^]	Growth	
Overall cla	Summary	The High Growth investment option is focused on delivering the best net return from investing in a portfolio of all growth assets and has medium diversification.	The Growth investment option is focused on delivering the best net return from investing in a portfolio that has a strong bias to growth assets and has high diversification.	
Overall class of members designed for	Who is this investment option suitable for?	With all growth assets, this Core pre-mixed investment option is designed for members with a long-term investment time frame, who are seeking very strong long-term returns and have a high tolerance of negative returns.	With a strong bias to growth assets, this Core pre-mixed investment option is designed for members with a medium to long-term investment time frame, who are seeking very strong long-term returns and have a medium to high tolerance of negative returns.	
Produc	Minimum suggested investment timeframe	10 years +	5 years +	
: key a				
Product key attributes	Level of investment risk	Very low High Very high	Very low Medium to high Very high	
		(Negative returns expected in between 4 to less than 6 out of every 20 years)	(Negative returns expected in between 3 to less than 4 out of every 20 years)	
		Balanced (MySuper)	Conservative Balanced	
Overall class of members designed for	Summary	The Balanced investment option is focused on delivering the best net return from investing in a portfolio that has a bias to growth assets and has high diversification.	The Conservative Balanced investment option is focused on delivering the best net return from investing in a portfolio that has a similar proportion of growth and defensive assets and has high diversification .	
	Who is this investment option suitable for?	With a bias to growth assets, this Core pre-mixed investment option is designed for members with a medium to long-term investment time frame, who are seeking strong long-term returns and have a medium to high tolerance of negative returns. This option is also designed for members who do not wish to make an investment choice.	With a similar proportion of growth and defensive assets, this Core pre-mixed investment option is designed for members with a medium to long-term investment time frame, who are seeking moderate long-term returns are have a medium tolerance of negative returns.	
Product key attributes	Minimum	5 years + :	5 years + :	
	suggested investment timeframe	Time	Time	
key at				
ttribut	Level of investment risk	Very low Medium to high Very high	Very low Medium Very hig	
outes		(Negative returns expected in between 3 to less than 4 out of every 20 years)	(Negative returns expected in between 2 to less than 3 out of every 20 years)	

[^]Not available to pre-1 July 2008 members who have not waived their Protected Minimum Benefit.

Cor	Core pre-mixed investment options (cont'd)		
		Capital Stable	Defensive^
Overa members	Summary	The Capital Stable investment option is focused on delivering the best net return from investing in a portfolio that has a bias to defensive assets and has high diversification .	The Defensive investment option is focused on delivering the best net return from investing in a portfolio that has a strong bias to defensive assets and has medium diversification.
Overall class of members designed for	Who is this investment option suitable for?	With a bias to defensive assets, this Core pre-mixed investment option is designed for members with a medium to long-term investment time frame, who are seeking modest long-term returns and have a low to medium tolerance of negative returns.	With a strong bias to defensive assets, this Core pre-mixed investment option is designed for members with a short-term investment time frame, who are seeking stable returns and have a very low tolerance of negative returns.
Product	Minimum suggested investment timeframe	5 years +	2 years +
Product key attributes	Level of investment risk	Very low Low to Medium Very high (Negative returns expected in between 1 to less than 2 out of every 20 years)	Very low Very high (Negative returns expected in less than 0.5 out of every 20 years)

 $^{{}^{\}wedge}\text{Not available to pre-1 July 2008 members who have not waived their Protected Minimum Benefit.}$

Indexed pre-mixed investment options

Our Indexed pre-mixed investment options focus on minimising investment fees and costs.

These options 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.

		Indexed High Growth^	Indexed Growth [^]
Overall class of members designed for	Summary	The Indexed High Growth investment option is focused on minimising investment fees and costs from investing in a portfolio of all growth assets and has low diversification .	The Indexed Growth investment option is focused on minimising investment fees and costs from investing in a portfolio that has a strong bias to growth assets and has medium diversification.
	Who is this investment option suitable for?	With all growth assets, this Indexed pre-mixed investment option is designed for members with a long-term investment time frame, who are seeking moderate long-term returns and have a high tolerance of negative returns.	With a strong bias to growth assets, this Indexed pre-mixed investment option is designed for members with a long-term investment time frame, who are seeking moderate long-term returns and have a high tolerance of negative returns.
Product	Minimum suggested investment timeframe	7 years +	7 years +
Product key attributes	Level of investment risk	Very low High Very high (Negative returns expected in between 4 to less than 6 out of every 20 years)	Very low High Very high (Negative returns expected in between 4 to less than 6 out of every 20 years)
		Indexed Balanced	Indexed Conservative Balanced^
Overall class of members designed for	Summary	The Indexed Balanced investment option is focused on minimising investment fees and costs from investing in a portfolio that has a bias to growth assets and has medium diversification .	The Indexed Conservative Balanced investment option is focused on minimising investment fees and costs from investing in a portfolio that has a similar proportion of growth and defensive assets and has medium diversification.
	Who is this investment option suitable for?	With a bias to growth assets, this Indexed pre- mixed investment option is designed for members with a medium to long-term investment time frame, who are seeking moderate long-term returns and have a high tolerance of negative returns.	With a similar proportion of growth and defensive assets, this Indexed pre-mixed investment option is designed for members with a medium to long-term investment time frame, who are seeking modest long-term returns and have a high tolerance of negative returns.
Product	Minimum suggested investment timeframe	5 years +	5 years +
duct key attributes	Level of investment risk	Very low High Very high (Negative returns expected in between 4 to less than 6 out of every 20 years)	Very low High Very high (Negative returns expected in between 4 to less than 6 out of every 20 years)

 $^{{}^{\}wedge}\text{Not available to pre-1 July 2008 members who have not waived their Protected Minimum Benefit.}$

Ind	Indexed pre-mixed investment options (cont'd)		
		Indexed Capital Stable^	Indexed Defensive^
Overall cla	Summary	The Indexed Capital Stable investment option is focused on minimising investment fees and costs from investing in a portfolio that has a bias to defensive assets and has medium diversification .	The Indexed Defensive investment option is focused on minimising investment fees and costs from investing in a portfolio that has a strong bias to defensive assets and has medium diversification.
Overall class of members designed for	Who is this investment option suitable for?	With a bias to defensive assets, this Indexed premixed investment option is designed for members with a medium to long-term investment time frame, who are seeking modest long-term returns and have a medium tolerance of negative returns.	With a strong bias to defensive assets, this Indexed pre-mixed investment option is designed for members with a medium-to-long-term investment time frame, who are seeking stable returns and have a low tolerance of negative returns.
Product	Minimum suggested investment timeframe	5 years +	5 years +
Product key attributes	Level of investment risk	Very low Medium Very high (Negative returns expected in between 2 to less than 3 out of every 20 years)	Very low Low Very high (Negative returns expected in between 0.5 to less than 1 out of every 20 years)

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Socially Responsible Investment (SRI) pre-mixed investment options Our Socially Responsible Investment (SRI) pre-mixed options focus on values-based investing. These options seek to reduce exposure to industry segments within fossil fuels and tobacco production, as well as other factors. Socially Responsible Investment (SRI) -Socially Responsible Investment (SRI) -High Growth[^] **Balanced** The Socially Responsible Investment (SRI) - High The Socially Responsible Investment (SRI) – Growth investment option is focused on values-Balanced investment option is focused on valuesmembers designed for Summary based investing from investing in a portfolio of all based investing from investing in a portfolio with a Overall class of growth assets and has medium diversification. bias to growth assets and has high diversification. With all growth assets, this Socially Responsible With a bias to growth assets, this Socially Investment pre-mixed option is designed for Responsible Investment pre-mixed option is Who is this members with a long-term investment time designed for members with a medium to longinvestment option frame, who are seeking **strong** long-term returns term investment time frame, who are seeking suitable for? and have a high tolerance of negative returns. moderate long-term returns and have a medium to high tolerance of negative returns. Minimum 7 years + suggested Product key attributes investment timeframe Time Level of Very low Medium to high Very high Very low High Very high investment risk (Negative returns expected in between 3 to less (Negative returns expected in between 4 to less than 6 out of every 20 years) than 4 out of every 20 years) Socially Responsible Investment (SRI) - Defensive[^] members designed for The Socially Responsible Investment (SRI) – Defensive investment option is focused on values-based Summary Overall class of investing from investing in a portfolio with a strong bias to defensive assets and has medium diversification.

With a strong bias to defensive assets, this Socially Responsible Investment pre-mixed option is

designed for members with a medium to long-term investment time frame, who are seeking stable

(Negative returns expected in between 0.5 to less than 1 out of every 20 years)

^Not available to pre-1 July 2008 members who have not waived their Protected Minimum Benefit.

returns and have a low tolerance of negative returns.

Very low Low

Who is this

suitable for?

Minimum

I evel of investment risk

suggested investment timeframe

Product key attributes

investment option

Very high

Life	Lifecycle		
		Hostplus Life^	
Overall c	Summary	The Hostplus Life investment option focuses on adjusting a member's level of investment risk depending on their age and has high diversification .	
Overall class of members designed for	Who is this investment option suitable for?	This investment option is designed for members who would like to automatically move from higher-risk Core pre-mixed investment options to lower-risk Core pre-mixed investment options as they approach retirement. Throughout younger years, Hostplus Life is focused on long-term capital growth, with a higher investment in assets such as listed equities and property. As members move closer to retirement, their superannuation will be focused more on providing a steady income and preserving capital.	
Produc	Minimum suggested investment timeframe	5 years +	
Product key attributes	Level of investment risk	Very low Low to Medium Medium to high Very high Medium-to-high to Low-to-Medium (dependent on the member's age bracket and allocated investment option)	

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 Cash or Australian Shares, and have varying investment styles. If members 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	Australian Shares – Indexed [^]
Overall class of members designed for	Summary	The Australian Shares investment option is focused on delivering the best net return in a single sector from investing in a portfolio of all growth assets (typically companies listed predominantly on the Australian Securities Exchange) and has low diversification .	The Australian Shares – Indexed investment option is focused on minimising investment fees and costs in a single sector from investing in a portfolio of all growth assets (typically companies listed predominantly on the Australian Securities Exchange) and has low diversification.
of members and for	Who is this investment option suitable for?	With all growth assets, this single sector investment option is designed for members with a long-term investment time frame, who are seeking strong long-term returns and have a high tolerance of negative returns.	With all growth assets, this single sector investment option is designed for members with a medium to long-term investment time frame, who are seeking moderate long-term returns and have a very high tolerance of negative returns.
Product	Minimum suggested investment timeframe	years +	5 years +
Product key attributes	Level of investment risk	Very low High Very high (Negative returns expected in between 4 to less than 6 out of every 20 years)	Very low Very high (Negative returns expected in 6 or greater out of every 20 years)

 $^{^{\}Lambda}$ Not available to pre-1 July 2008 members who have not waived their Protected Minimum Benefit.

Summary Who is this investment option suitable for? Minimum suggested investment timeframe Level of investment risk	The International Shares investment option is focused on delivering the best net return in a single sector from investing in a portfolio of all growth assets (typically companies listed on international securities exchanges, including developed and emerging markets, and may include some unlisted assets) and has medium diversification. With all growth assets, this single sector investment option is designed for members with a medium to long-term investment time frame, who are seeking strong long-term returns, have a high tolerance of negative returns and can accept the impacts of foreign currency movements.	International Shares – Indexed The International Shares – Indexed investment option is focused on minimising investment fee and costs in a single sector from investing in a portfolio of all growth assets (typically companie listed on international securities exchanges in developed markets) and has low diversification. With all growth assets, this single sector investment option is designed for members with medium to long-term investment time frame, whare seeking modest long-term returns, have a vehigh tolerance of negative returns and can accept the impacts of foreign currency movements.
Who is this investment option suitable for? Minimum suggested investment timeframe	focused on delivering the best net return in a single sector from investing in a portfolio of all growth assets (typically companies listed on international securities exchanges, including developed and emerging markets, and may include some unlisted assets) and has medium diversification. With all growth assets, this single sector investment option is designed for members with a medium to long-term investment time frame, who are seeking strong long-term returns, have a high tolerance of negative returns and can accept the impacts of foreign currency movements.	option is focused on minimising investment fee and costs in a single sector from investing in a portfolio of all growth assets (typically companie listed on international securities exchanges in developed markets) and has low diversification. With all growth assets, this single sector investment option is designed for members with medium to long-term investment time frame, where seeking modest long-term returns, have a vehigh tolerance of negative returns and can accept the impacts of foreign currency movements.
investment option suitable for? Minimum suggested investment timeframe	investment option is designed for members with a medium to long-term investment time frame, who are seeking strong long-term returns, have a high tolerance of negative returns and can accept the impacts of foreign currency movements. 5 years +	investment option is designed for members with medium to long-term investment time frame, what are seeking modest long-term returns, have a vehigh tolerance of negative returns and can accept the impacts of foreign currency movements. 5 years +
suggested investment timeframe		
	Very low High Very high (Negative returns expected in between 4 to less than 6 out of every 20 years)	Very low Very hi (Negative returns expected in between 6 or greater out of every 20 years)
	International Shares (Hedged) – Indexed^	International Shares – Emerging Markets^
Summary	The International Shares (Hedged) – Indexed investment option is focused on minimising investment fees and costs in a single sector from investing in a portfolio of all growth assets (typically companies listed on international securities exchanges in developed markets) and has low diversification.	The International Shares – Emerging Markets investment option is focused on delivering the best net return in a single sector from investing in a portfolio of all growth assets (typically companies listed on international securities exchanges in emerging markets) and has medium diversification .
Who is this investment option suitable for?	are seeking modest long-term returns, have a very high tolerance of negative returns and want to	who are seeking strong long-term returns, have high tolerance of negative returns and can acce
Minimum suggested investment timeframe	5 years +	5 years +
	Very low Very high	Very low High Very high (Negative returns expected in between 4 to less
	investment option suitable for? Minimum suggested investment timeframe	has low diversification. With all growth assets, this single sector investment option is designed for members with a medium to long-term investment time frame, who are seeking modest long-term returns, have a very high tolerance of negative returns and want to limit the impacts of foreign currency movements. Minimum suggested investment timeframe Time

 $^{^{\}wedge}\text{Not available to pre-1 July 2008 members who have not waived their Protected Minimum Benefit.}$

Sin	Single sector investment options (cont'd)			
		Diversified Fixed Interest [^]	Diversified Fixed Interest – Indexed [^]	
Overall class of members designed for	Summary	The Diversified Fixed Interest investment option is focused on delivering the best net return in a single sector from investing in a portfolio of all defensive assets (Australian and international government bonds and other investment grade debt) and has medium diversification.	The Diversified Fixed Interest – Indexed investment option is focused on minimising investment fees and costs in a single sector from investing in a portfolio of all defensive assets (Australian and international government bonds and other investment grade debt) and has low diversification.	
	Who is this investment option suitable for?	With all defensive assets, this single sector investment option is designed for members with a short-term investment time frame, who are seeking stable returns and have a low to medium tolerance of negative returns.	With all defensive assets, this single sector investment option is designed for members with a short-term investment time frame, who are seeking stable returns and have a low to medium tolerance of negative returns.	
Product	Minimum suggested investment timeframe	2 years +	2 years +	
Product key attributes	Level of investment risk	Very low Low to Medium Very high (Negative returns expected in between 1 to less than 2 out of every 20 years)	Very low Low to Medium Very high (Negative returns expected in between 1 to less than 2 out of every 20 years)	
		Cash ¹		
Overa	Summary	The Cash investment option is focused on capital preservation from investing in a portfolio of all defensive assets with high liquidity characteristics (e.g., bank deposits, short-term money market investment and other similar investments) and has low diversification .		
Overall class of members designed for	Who is this investment option suitable for?	With all defensive assets, this single sector investment option is designed for members with a short-term investment time frame, who are seeking stable returns and have a very low tolerance of negative returns.		
Productke	Minimum suggested investment timeframe	2 years + Time		
Product key attributes	Level of investment risk	Very low (Negative returns expected in les	Very high ss than 0.5 out of every 20 years)	

^{1.} The Cash option will be invested approximately 60% in deposits with Commonwealth Bank of Australia Limited and 40% in deposits with Members Equity Bank Limited. Any remaining amounts of the Cash option will be invested in separate bank deposits, short-term money market investments or other similar investments. Please note that maintaining a specific allocation requires regular rebalancing and the actual allocation may vary between rebalancing dates.

[^] Not available to pre-1 July 2008 members who have not waived their Protected Minimum Benefit.

Choiceplus[^] (direct investment option)

Choiceplus is designed for members who want a significant role in investing their super or pension.

Members choosing this investment option should be comfortable with implementing their own investment strategy and taking an active role in managing their investment.

Eligibility Criteria:

To be able to invest in Choiceplus, a member must:

- Have access to the internet, a current email address and be registered for Member Online.
- Be a Hostplus member with more than \$10,000 in their account.
- Register for Choiceplus and read and accept the terms and conditions during the registration process.
- Maintain a minimum balance of \$2,000 in one or more of their Hostplus pre-mixed or single sector investment options.
- Transfer and maintain at least \$200 into their Choiceplus transaction account from their other Hostplus investment options.

		Australian Shares (S&P/ASX 300 Index)^	Exchange Traded Funds (ETFs)^
Overall class of members designed for	Summary	The S&P/ASX 300 Index incorporates up to 300 of the largest companies on the Australian Securities Exchange (by market capitalisation).	ETFs are traded like shares, but are a collection of securities and generally represent a particular market index, (e.g. ASX Small Caps). ETFs provide a low-cost way to access a wide range of securities in Australian and international markets and different industry sectors without members having to select shares themselves.
mbers designed for	Who is this investment option suitable for?	Members with a long-term investment time frame who are seeking strong long-term returns and have a high tolerance of negative returns.	Members with a short-term to long-term investment time frame (depending on the ETF chosen) who are seeking stable to verystrong long-term returns (depending on the ETF chosen) and have very low to very high tolerance of negative returns (depending on the ETF chosen).
Produ	Minimum suggested investment timeframe	7 years +	Dependent on the actual ETFs members choose to invest in.
Product key attributes	Level of investment risk	Very low High Very high (Based on a diversified share portfolio, expected frequency of negative annual returns would be in between 4 and 6 out of every 20 years)	Very low Very high (Note: It is dependent on the actual composition of ETFs members choose to invest in)

[^]Not available to pre-1 July 2008 members who have not waived their Protected Minimum Benefit.

		Listed Investment Companies (LICs)^	Term deposits [^]
Overall class of members designed for	Summary	LICs are publicly traded investment companies that invest in a diversified portfolio of assets, such as shares and bonds. LICs are traded like shares, and are closed-ended. This means they do not regularly issue new shares or cancel existing shares as investors join or leave.	Term Deposits have a locked-in term and interest rate, which accrues interest daily and is credited to the member's account at the end of the selected term along with the original invested capital. The interest rate is generally higher than a normal bank deposit interest rate.
		LICs are actively managed and can provide investors with exposure to a diversified portfolio of underlying shares and other assets.	Term deposits are deemed to be 'illiquid' investments, because once the member has agreed on a term and locked their investment in, they cannot redeem their cash earlier without incurring a penalty on their interest rate.
	Who is this investment option suitable for?	Members with a medium to long-term investment time frame who are seeking strong long-term returns and have a high tolerance of negative returns.	With all defensive assets, Term Deposits are designed for members with a short-term investment time frame, who are seeking stable returns and have a very low tolerance of negative returns.
Product key attributes	Minimum suggested investment timeframe	Dependent on the actual LICs members choose to invest in.	Members should be prepared to stay invested for the specific term of maturity to meet their objectives.
	Level of investment risk	Very low High Very high	Very low Very high
		(Note: It is dependent on the actual composition of LICs members choose to invest in)	(Negative returns expected in less than 0.5 out of every 20 years)

 $^{{}^{\}wedge}\text{Not available to pre-1 July 2008 members who have not waived their Protected Minimum Benefit.}$

2.2 Insurance

Maritime Contributory Accumulation offers a variety of insurance options which comprise the key attributes of the product. Members can increase, decrease or cancel their cover. The below table outlines the class of members for whom each type of insurance has been designed.

Note that more detailed information on product attributes such as premiums, definitions, exclusion criteria, and terms and conditions, can be found in the Maritime Contributory Accumulation PDS and Member Guide available at hostplus.com.au/pds.

Maritime Cor	Maritime Contributory Accumulation Insurance Plan		
	Death and Total & Permanent Disability (TPD) insurance	Death (Any death cover also includes Terminal Illness cover)	
Overall class of members designed for	Eligible members requiring financial protection against the risk of death, terminal illness or TPD.	Eligible members requiring financial protection against the risk of death or terminal illness.	
Eligibility criteria	 Existing Maritime Contributory Accumulation members. New Maritime Contributory Accumulation members. 15 - 69 years old. New or existing employees within the Seafaring or related industries. Nominated for membership by a participating employer. For automatic default cover: Australian resident or a lawful non-citizen within the meaning of the Migration Act 1958 (Cth) for whom their employer is required to make Employer Contributions. Members who have not been paid and are not eligible to be paid a total and permanent disablement (TPD) or terminal illness benefit from the Fund. 		
Employment status	Working full time or part time and remain employed within the Seafaring or related industries.		
Members to be excluded	 Members who are not employed by a Participating Employer and are no longer working within the Seafaring or related industries. Members aged under 15 or over 69. Members participating in active service with the armed forces (except for the Australian Armed Forces Reserve when not on active service outside Australia). Members insured under any other group life policy held by the Fund. Circumstances where cover restrictions will apply: Members who have previously declined default cover, opted out of, or canceled all cover under this or any previous Maritime Division insurance policy. The insurer, at its absolute discretion, may accept cover in these circumstances, and any acceptance remains subject to underwriting. A pre-existing medical condition exclusion applies if a member prior to cover commencing or re-commencing has received or was eligible to receive a total and permanent disability benefit or a terminal illness benefit. 		

Maritime Contributory Accumulation Insurance Plan (cont'd) Voluntary income protection Overall class Eligible members requiring financial protection against the risk of temporary or total disablement, for up to two of members years or age 65 (whichever occurs first). designed for Default waiting period: 90 day waiting period: Designed for members who are able to sustain a period of no income protection benefit payable for the entire waiting period, plus 30 days. Shorter waiting period option: **30 day waiting period:** Designed for members who are able to sustain a period of no income protection benefit payable for the entire waiting period, plus 30 days, and are willing to pay a higher premium for the reduced waiting time. Eligibility criteria • Existing Maritime Contributory Accumulation members. New Contributory Accumulation members. 15 - 64 years old. Engaged in active employment. · Australian resident or a lawful non-citizen within the meaning of the Migration Act 1958 (Cth) for whom their employer is required to make Employer Contributions. · Members who have not been paid or eligible to be paid a total and permanent disablement (TPD) or terminal illness benefit from the Fund. Employment Income protection covers 'pre-disability salary'. As such members must be employed or on employer approved status leave (less than 24 months) in order to be eligible to receive an income protection benefit. Members to be • Members aged under 15 or over 64. excluded • Members participating in active service with the armed forces (except for the Australian Armed Forces Reserve when not on active service outside Australia). Members insured under any other group life policy held by the Fund. Circumstances where cover restrictions will apply: · Members who have previously declined default cover, opted out of, or cancelled all cover under this or any previous Maritime Division insurance policy. The insurer, at its absolute discretion, may accept cover in these circumstances, and any acceptance remains subject to underwriting. A pre-existing medical condition exclusion applies if a member prior to cover commencing or re-commencing has received or was eligible to receive a total and permanent disability benefit or a terminal illness benefit. Circumstances where benefit offsets will apply: Offsets may reduce income protection benefits payable (as outlined in the Member Guide). Common payments that will offset the insured member's benefit payable include: • paid sick leave, annual leave, long service leave or redundancy payments. social security. benefits from other disability, injury or sickness insurance policy (excluding TPD benefits). workers compensation payments.

2.3 Consistency between the target market and this product

statutory accident compensation payments.

occupation whilst disabled or partially disabled.

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.

· any other income that the insurer believes that the member could reasonably be expected to earn in their

3. Distribution

The below table outlines Hostplus' permitted distribution channels and associated distribution conditions or restrictions for Maritime Contributory Accumulation.

Distribution Channel	Permitted Channel	Distribution conditions/ restrictions	
Direct channels through Hostplus	Yes	 Only available to maritime industry employees who were nominated for membership by their Participating Employer, or who transferred to Maritime Contributory Accumulation from another Maritime product or via the successor fund transfer on 2 September 2023. This product can only be issued to the target market specified in this document. 	
Through personal advice	Yes		
Through authorised representatives by general/intra-fund advice	Yes		
		 This product can only be offered and/or issued in accordance with the relevant product terms and conditions outlined in the Product Disclosure Statement. 	

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 nominated for employment by a Maritime industry employer, or transferring in from another Maritime product or via the successor fund transfer on 2 September 2023, seeking an interest in a superannuation accumulation product.

4. Review process

This Target Market Determination is effective from 1 October 2024. We will review this Target Market Determination in accordance with the periods or events below:

Last review	1 October 2024
Periodic reviews	Within 15 months of the last review.
Review trigger or events	• Receipt of a significant or unexpectedly high number of complaints from members 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.
	• 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.
	• 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.
	• Material changes to distribution conditions of the product that would reasonably suggest that this TMD is no longer appropriate.
	• Receipt of a Product Intervention Power order from ASIC requiring Hostplus to cease retail distribution of this product.
	• Occurrence of a significant dealing(s) outside of the target market that would reasonably suggest that this TMD is no longer appropriate.
	• The trustee makes a determination for purposes of s52(9) of Superannuation Industry (Supervision) Act 1993 (Member Outcomes Assessment) that the financial interests of the members who hold this product are unlikely to be met.
	• Failure to meet the performance test benchmarks stipulated under the Your Future Your Super legislation (noting the performance test will not apply to the direct investment option (Choiceplus)).
	• Material changes to the investment profile of member cohorts that would reasonably suggest that this TMD is no longer appropriate.
	Material changes to the key attributes of the insurance product and/or premiums.
	Material changes in the claim decline rates and/or claim decline reasons.

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 Maritime Contributory Accumulation with the Target Market on a quarterly basis. In order to assist Hostplus with the identification of potential issues with the distribution of Maritime $Contributory\ Accumulation,\ \textbf{Distributors}\ are\ required\ to\ report\ the\ information\ to\ Hostplus\ as\ outlined\ below:$

Reporting	Format	Provider	Frequency	How
Complaints	Any complaints received by Distributors about Maritime Contributory Accumulation including where the complaint relates to product design, insurance, or product distribution conditions. The Distributor should provide all the complaint details where appropriate.	Distributor	Quarterly, within 10 business days after the end of the calendar quarter.	Via email at ddoreporting@hostplus.com.au, or via our website at hostplus.com.au/about-us/legals/ddo
General product & performance feedback	Distributors should report all general feedback about this product and its performance.	Distributor	Quarterly, within 10 business days after the end of the calendar quarter.	Via email at ddoreporting@ hostplus.com.au
Distribution of Product outside of TMD	Distributors 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.	Distributor	Within 10 business days of becoming aware of the distribution outside of the target market.	Via email at ddoreporting@hostplus.com.au, or via our website at hostplus.com.au/about-us/legals/ddo
Significant dealings	Distributors 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): • the scale of distribution outside the target market, • the risk (or potential risk) of harm, financial loss, or detriment to those consumers from such distribution, and • the nature and extent of inconsistency of distribution to the target market determination. 'Significant' is not defined by the Corporations Act. Each Distributor 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.	Distributor	As soon as practicable. No later than 10 business days after the Distributor becomes aware of the significant dealing.	Via email at ddoreporting@hostplus.com.au, or via our website at hostplus.com.au/about-us/legals/ddo

6. Glossary

Term	Meaning
Distributor(s)	A distributor is a regulated person who issues or engages in other retail product distribution conduct, as an AFS licensee or their authorised representative.
	Note that employers are not considered to be a distributor for the purpose of complying with distributor reporting requirements.
Diversification level	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.
	To assist consumers in making an informed choice, Hostplus has used the following descriptions of the level of diversification applicable to each investment option:
	High diversification means that the investment option has wide levels of exposures across these diversifiers, including over multiple asset classes. For example, the Balanced 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.
	Medium diversification means that the investment option has intermediate levels of exposures across these diversifiers, sometimes over multiple asset classes. For example, the Indexed Balanced option is invested across a number of investment managers, assets, and geographies, but is limited to investing in listed companies, bonds and cash.
	Low diversification means that the investment option has more limited levels of exposures across these diversifiers and rarely over multiple asset classes. For example, the Australian Shares option is diversified across multiple companies and investment managers, predominately investing in the Australian shares asset class.
	These terms appear in the 'summary' and 'who is this investment suitable for?' sections within each of our investment options detailed above.
Growth assets label	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:
	All growth means 100% growth assets
	Strong bias to growth means > 80% to < 100% growth assets
	Bias to growth means > 60% to = 80% growth assets
	Similar proportion of growth and defensive means > 40% to = 60% growth assets Bias to defensive means > 20% to = 40% growth assets
	Strong bias to defensive means > 0% to = 20% growth assets
	All defensive means 0% growth assets
	These terms appear in the 'summary' and 'who is this investment suitable for?' sections within each of our investment options detailed above.
Impact of foreign currency movements	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.
Investment style	Hostplus investments invest in three distinct investment styles. These are:
	Core: 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.
	Indexed: 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.
	Socially Responsible Investment (SRI): 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.

Term	Meaning		
Level of investment risk	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 a member would require for each of its investment options:		
	Very high tolerance means 6 or greater years out of 20 years.		
	High tolerance means equal to 4 to less than 6 years out of 20 years.		
	Medium to high tolerance means equal to 3 to less than 4 years out of 20 years.		
	Medium tolerance means equal to 2 to less than 3 years out of 20 years.		
	Low to medium tolerance means equal to 1 to less than 2 years out of 20 years.		
	Low tolerance means equal to 0.5 to less than 1 year out of 20 years.		
	Very low tolerance means less than 0.5 years out of 20 years.		
	These terms appear in the 'summary' and 'who is this investment suitable for?' sections within each of our investment options detailed above.		
Long-term returns label	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:		
	Very strong means > CPI + 4%		
	Strong means > CPI + 3% to = CPI + 4%		
	Moderate means > CPI + 2% to = CPI + 3%		
	Modest means > CPI + 1% to = CPI + 2%		
	Stable means CPI + 1% or less		
	These terms appear in the 'summary' and 'who is this investment suitable for?' sections within each of our investment options detailed above.		
Minimum suggested investment timeframe	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.		
	Long term means 7 years or more		
	Medium to long term means 5 years to < 7 years		
	Short term means < 5 years		
	These terms appear in the 'summary' and 'who is this investment suitable for?' sections within each of our investment options detailed above.		
Pre-mixed	These investment options invest in combinations of asset classes.		
	Each pre-mixed option has its own mix of growth and defensive assets, investment objective, and level of investment risk.		
Single sector	The single sector investment options predominantly invest in a specific asset class, such as Cash or Australian Shares, and have varying investment styles.		

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