

# Target Market Determination

## Realm Strategic Income Fund – Enduring Units

### Introduction

This Target Market Determination (**TMD**) is required under section 994B of the *Corporations Act 2001* (Cth) (**the Act**). This TMD describes the class of consumers that comprises the target market for the financial product and matters relevant to the product's distribution and review (specifically, distribution conditions, review triggers and periods, and reporting requirements). Distributors must take reasonable steps that will, or are reasonably likely to, result in distribution of the product being consistent with the most recent TMD (unless the distribution is excluded conduct).

This document is **not** a product disclosure statement (**PDS**) and is **not** a complete 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 PDS for the product 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 is available at [www.oneinvestment.com.au/realm](http://www.oneinvestment.com.au/realm) or [www.realminvestments.com.au](http://www.realminvestments.com.au).

### Target Market Summary

**This product is intended for use as a Minor allocation (up to 25%) and Satellite allocation (up to 10%) for a consumer who is seeking Capital Preservation and Income Distribution and has a Medium risk and return profile for that portion of their investment portfolio. It is likely to be consistent with the financial situation and needs of a consumer with a 2 years investment timeframe and who is unlikely to need to withdraw their money on less than one month of request notice.**

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## Fund and Issuer identifiers

<b>Issuer</b>	One Managed Investment Funds Ltd	<b>Fund name</b>	Realm Strategic Income Fund – Enduring Units
<b>Issuer ABN</b>	47 117 400 987	<b>ARSN</b>	624 861 589
<b>Issuer AFSL</b>	297042	<b>APIR Code</b>	OMF5868AU
<b>Fund manager</b>	Realm Investment Management Pty Ltd	<b>ISIN Code</b>	AU60OMF58687
<b>TMD issue date</b>	13 February 2025	<b>TMD contact details</b>	<b>DDO@Oneinvestment.com.au</b>
<b>TMD Version</b>	3	<b>Distribution status of fund</b>	Available

## Description of Target Market

### TMD indicator key

The Consumer Attributes for which the product is likely to be appropriate have been assessed using a red and green rating methodology:



### Instructions

In the tables below, Column 1, Consumer Attributes, indicates a description of the likely objectives, financial situation and needs of the class of consumers that are considering this product. Column 2, TMD indicator, indicates whether a consumer meeting the attribute in column 1 is likely to be in the target market for this product.

### Appropriateness

The Issuer has assessed the product and formed the view that the product, including its key attributes, is likely to be consistent with the likely objectives, financial situation and needs of consumers in the target market, as the features of this product in Column 3 of the table below are likely to be suitable for consumers with the attributes identified with a green TMD Indicator in Column 2.

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#### Investment products and diversification

A consumer (or class of consumer) may intend to hold a product as part of a diversified portfolio (for example, with an intended product use of *minor allocation*). In such circumstances, the product should be assessed against the consumer’s attributes for the relevant portion of the portfolio, rather than the consumer’s portfolio as a whole. For example, a consumer may seek to construct a balanced or moderate diversified portfolio with a minor allocation to growth assets. In this case, a product with a *High* risk/return profile may be consistent with the consumer’s objectives for that *minor allocation* notwithstanding that the risk/return profile of the consumer as a whole is *Medium*. In making this assessment, distributors should consider all features of a product (including its key attributes).



The FSC has provided more detailed guidance on how to take this *portfolio view* for diversification, available on the [FSC website](#).

Consumer Attributes	TMD indicator	Product description including key attributes
<b>Consumer’s investment objective</b>		
Capital Growth	Not in target market	The investment objective in respect of the Enduring Units is to provide monthly income distributions through investing primarily in a portfolio of debt securities, loans, trusts, notes and bank facilities. These investments will support the capital needs for the corporate, residential mortgage and asset-backed loans in these markets. While an investment in the Fund could experience capital loss and is higher risk and more volatile than cash or fixed income securities, the Fund is expected to exhibit lower volatility than growth assets in a market downturn.
Capital Preservation	In target market	
Income Distribution	In target market	
<b>Consumer’s intended product use (% of Investable Assets)</b>		
Solution/Standalone (up to 100%)	Not in target market	The Fund aims to provide exposure to private warehouses not available to non-institutional investors. The assets attributable to the Enduring Units are generally not tradeable and specific to fixed income markets. Therefore, the Fund’s diversification is Low. The product is suited to investors intending to use the product as a Minor allocation of their portfolio to spread this risk across a broad portfolio of investments
Major allocation (up to 75%)	Not in target market	
Core component (up to 50%)	Not in target market	
Minor allocation (up to 25%)	In target market	

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Consumer Attributes	TMD indicator	Product description including key attributes
Satellite allocation (up to 10%)	In target market	
<b>Consumer's investment timeframe</b>		
Minimum investment timeframe	2 years	The minimum suggested timeframe for holding investments in the Fund is 2 years or more. The Fund is managed with the intention of generating returns over the Medium to Long term and is suitable for investors who wish to invest over that timeframe. It might be suitable for investors seeking a shorter time frame depending on the makeup of their portfolio. However, Enduring Units can be sold as required before or after the suggested timeframe. Please see 'Consumer's need to withdraw money' below for more information. This is a suggested investment timeframe, if you do not intend to hold the investment for this period of time the investment may not be suitable for you.
<b>Consumer's Risk (ability to bear loss) and Return profile</b>		
Low	Not in target market	The Investment Manager seeks to produce a return (net of fees) in respect of the Enduring Units that exceeds the total return of the RBA Overnight Cash Rate by 4.75% per annum. However, returns from the Fund are not guaranteed and there are risks involved in the Fund as disclosed in the PDS. The assets attributable to the Enduring Units are generally illiquid and may not tradeable, which may affect the Fund's ability to satisfy withdraw requests. Over a 20 year period, it is expected an investment in the Enduring Units will have no more than 3 years with a negative return. Therefore the Fund has a risk band of 3 (Medium).
Medium	In target market	
High	In target market	
Very high	In target market	
Extremely high	Not in target market	
<b>Consumer's need to access capital</b>		
At investor's discretion	Not in target market	Although the Enduring Units offers some potential withdrawal ability, the ability to withdraw is subject to Class liquidity, the number of other investors seeking to withdraw and when you applied to withdraw (compared to others seeking to withdraw). Regular Limited Withdrawal Offers are intended to be made every month. However, this cannot be guaranteed and is subject to the Fund having available liquid assets. The amount made available under each Limited Withdrawal Offer will be notified to Investors at the time an offer is made. Provided the Fund has sufficient available liquid assets to do so, the
At issuer discretion (expected to me monthly)	In target market	

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Consumer Attributes	TMD indicator	Product description including key attributes
		Responsible Entity will aim to satisfy accepted withdrawal requests made in response to a Limited Withdrawal Offer within 5 days, but no more than 21 days after the closing date of the Limited Withdrawal Offer. To date all withdrawal requests have been accepted and paid within the stated timeframes

### Distribution conditions/restrictions

Distribution conditions	Distribution condition rationale	Distributors this condition applies to
Retail Investor who is not advised or otherwise comes through an appropriate distribution channel will only be admitted to the Fund on completion of an approved on-line application form which includes certain filtering questions and alerts including, in certain circumstances, prompting investors to seek further advice before progressing with the application. The Issuer will monitor this.	The product will only be offered to retail investors using an on-line application form which will provide automated responses to filtering questions and alerts to assist investors to identify if they are in the Target Market for the Fund.	Direct (Retail)
Only for distribution through dealing if distributor is reasonably satisfied that distribution is necessary to implement <b>personal advice</b> given to the consumer.  Retail investors indicating that they have received personal advice on a completed online or paper application form have no distribution conditions.	The product will only be offered to retail investors using a paper application form where that retail investor receives personal financial product advice and the adviser confirms this in the application form.	Advised (Retail)
Only suitable for distribution through dealing through investment platforms or wrap products.	<ul style="list-style-type: none"> <li>Additional steps are not required for advised clients beyond consideration of the issuer's TMD by the adviser.</li> <li>Unadvised clients may not be able to access the Fund unless the platform provider has a process where clients are asked basic filtering</li> </ul>	Platform / Wrap

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Distribution conditions	Distribution condition rationale	Distributors this condition applies to
	questions relating to the TMD	
Wholesale Investors (being those that provide relevant evidence in their application form that they are within the definition of wholesale client under section 761 of Corporation Act) may invest by completing an on-line application form or paper application form with no distribution conditions.	The Design and Distribution Obligations and this Target Market Determination does not apply to financial products acquired by wholesale investor.	Direct - wholesale

## Review triggers

Material change to key attributes, fund investment objective and/or fees.
Material deviation from benchmark / objective over sustained period.
Key attributes have not performed as disclosed by a material degree and for a material period.
Determination by the issuer of an ASIC reportable Significant Dealing.
Material or unexpectedly high number of complaints (as defined in section 994A(1) of the Act) about the product or distribution of the product.
The use of Product Intervention Powers, regulator orders or directions that affects the product.
Where PDS suggests withdrawal offers will be made at regular intervals, withdrawal offers are not made for 2 consecutive periods

## Mandatory TMD review periods

Review period	Maximum period for review
Initial review	1 year from the date of this TMD
Subsequent review	1 year and 3 months

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## Distributor reporting requirements

Reporting requirement	Reporting period	Which distributors this requirement applies to
Complaints (as defined in section 994A(1) of the Act) relating to the product. The distributor should provide all the content of the complaint, having regard to privacy.	As soon as practicable but no later than 10 business days following end of calendar quarter.	All distributors
Significant dealing outside of target market, under section 994F(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

If practicable, distributors should adopt the FSC data standards for reports to the issuer. Distributors must report to One Managed Investment Funds Ltd using the email address [DDO@oneinvestment.com.au](mailto:DDO@oneinvestment.com.au) or any other method specified at <https://www.oneinvestment.com.au/ddo/>.

## Definitions

In some instances, examples have been provided below. These examples are indicative only and not exhaustive.

Term	Definition
<b>Consumer's investment objective</b>	
Capital Growth	The consumer seeks to invest in a product designed or expected to generate capital return over the investment timeframe. The consumer prefers exposure to growth assets (such as shares or property) or otherwise seeks an investment return above the current inflation rate.
Capital Preservation	The consumer seeks to invest in a product designed or expected to have low volatility and minimise capital loss. The consumer prefers exposure to defensive assets that are generally lower in risk and less volatile than growth investments (this may include cash or fixed income securities).

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Term	Definition
Income Distribution	The consumer seeks to invest in a product designed or expected to distribute regular and/or tax-effective income. The consumer prefers exposure to income-generating assets (this may include high dividend-yielding equities, fixed income securities and money market instruments).
<b>Consumer’s intended product use (% of Investable Assets)</b>	
Solution/Standalone (up to 100%)	The consumer may hold the investment as up to 100% of their total <i>investable assets</i> . The consumer is likely to seek a product with <i>very high</i> portfolio diversification.
Major allocation (up to 75%)	The consumer may hold the investment as up to 75% of their total <i>investable assets</i> . The consumer is likely to seek a product with at least <i>high</i> portfolio diversification.
Core Component (up to 50%)	The consumer may hold the investment as up to 50% of their total <i>investable assets</i> . The consumer is likely to seek a product with at least <i>medium</i> portfolio diversification.
Minor allocation (up to 25%)	The consumer may hold the investment as up to 25% of their total <i>investable assets</i> . The consumer is likely to seek a product with at least <i>low</i> portfolio diversification.
Satellite allocation (up to 10%)	The consumer may hold the investment as up to 10% of the total <i>investable assets</i> . The consumer may seek a product with <i>very low</i> portfolio diversification. Products classified as <i>extremely high</i> risk are likely to meet this category only.
<i>Investable Assets</i>	Those assets that the investor has available for investment, excluding the residential home.
<b>Portfolio diversification (for completing the key product attribute section of consumer’s intended product use)</b>	
Note: exposures to cash and cash-like instruments may sit outside the diversification framework below.	
Very low	The product provides exposure to a single asset (for example, a commercial property) or a niche asset class (for example, minor commodities, crypto-assets or collectibles).
Low	The product provides exposure to a small number of holdings (for example, fewer than 25 securities) or a narrow asset class, sector or geographic market (for example, a single major commodity (e.g. gold) or equities from a single emerging market economy).

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Term	Definition
Medium	The product provides exposure to a moderate number of holdings (for example, up to 50 securities) in at least one broad asset class, sector or geographic market (for example, Australian fixed income securities or global natural resources).
High	The product provides exposure to a large number of holdings (for example, over 50 securities) in multiple broad asset classes, sectors or geographic markets (for example, global equities).
Very high	The product provides exposure to a large number of holdings across a broad range of asset classes, sectors <u>and</u> geographic markets with limited correlation to each other.
<b>Consumer’s intended investment timeframe</b>	
Minimum	The minimum suggested timeframe for holding the product. Typically, this is the rolling period over which the investment objective of the product is likely to be achieved.
<b>Consumer’s Risk (ability to bear loss) and Return profile</b>	
<p>This TMD uses the Standard Risk Measure (<b>SRM</b>) to estimate the likely number of negative annual returns for this product over a 20 year period, using the guidance and methodology outlined in the <b><i>Standard Risk Measure Guidance Paper For Trustees</i></b> (note the bands in the SRM guidance differ from the bands used in this TMD). However, SRM is not a complete assessment of risk and potential loss. For example, it does not detail important issues such as the potential size of a negative return (including under conditions of market stress) or that a positive return could still be less than a consumer requires to meet their investment objectives/needs. The SRM methodology may be supplemented by other risk factors. For example, some products may use leverage, derivatives or short selling; may have liquidity or withdrawal limitations; may have underlying investments with valuation risks or risks of capital loss; or otherwise may have a complex structure or increased investment risks, which should be documented together with the SRM to substantiate the product risk rating.</p> <p>A consumer’s desired product return profile would generally take into account the impact of fees, costs and taxes.</p>	
Low	<p>For the relevant part of the consumer’s portfolio, the consumer:</p> <ul style="list-style-type: none"> <li>• has a conservative or low risk appetite,</li> <li>• seeks to minimise volatility and potential losses (e.g. has the ability to bear up to 1 negative return over a 20 year period (SRM 1 to 2)), and</li> <li>• is comfortable with a low target return profile.</li> </ul> <p>The consumer typically prefers stable, defensive assets (such as cash).</p>

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Term	Definition
Medium	<p>For the relevant part of the consumer’s portfolio, the consumer:</p> <ul style="list-style-type: none"> <li>• has a moderate or medium risk appetite,</li> <li>• seeks low volatility and potential losses (e.g. has the ability to bear up to 4 negative returns over a 20 year period (SRM 3 to 5)), and</li> <li>• is comfortable with a moderate target return profile.</li> </ul> <p>The consumer typically prefers defensive assets (for example, fixed income).</p>
High	<p>For the relevant part of the consumer’s portfolio, the consumer:</p> <ul style="list-style-type: none"> <li>• has a high risk appetite,</li> <li>• can accept high volatility and potential losses (e.g. has the ability to bear up to 6 negative returns over a 20 year period (SRM 5 or 6)), and</li> <li>• seeks high returns (typically over a medium or long timeframe).</li> </ul> <p>The consumer typically prefers growth assets (for example, shares and property).</p>
Very high	<p>For the relevant part of the consumer’s portfolio, the consumer:</p> <ul style="list-style-type: none"> <li>• has a very high risk appetite,</li> <li>• can accept very high volatility and potential losses (e.g. has the ability to bear 6 to 7 negative returns over a 20 year period (SRM 6 or 7)), and</li> <li>• seeks to maximise returns (typically over a medium or long timeframe).</li> </ul> <p>The consumer typically prefers high growth assets (such as high conviction portfolios, hedge funds, and alternative investments).</p>
Extremely high	<p>For the relevant part of the consumer’s portfolio, the consumer:</p> <ul style="list-style-type: none"> <li>• has an extremely high risk appetite,</li> <li>• can accept significant volatility and losses, and</li> <li>• seeks to obtain accelerated returns (potentially in a short timeframe).</li> </ul> <p>The consumer seeks extremely high risk, speculative or complex products which may have features such as significant use of derivatives, leverage or short positions or may be in emerging or niche asset classes (for example, crypto-assets or collectibles).</p>
<b>Consumer’s need to access capital</b>	
<p>This consumer attribute addresses the likely period of time between the making of a request for redemption/withdrawal (or access to investment proceeds more generally) and the receipt of proceeds from this request under ordinary circumstances.</p>	

Term	Definition
<b>Distributor Reporting</b>	
Significant dealings	<p>Section 994F(6) of the Act requires distributors to notify the issuer if they become aware of a significant dealing in the product that is not consistent with the TMD. Neither the Act nor ASIC defines when a dealing is ‘significant’ and distributors have discretion to apply its ordinary meaning.</p> <p>The issuer will rely on notifications of significant dealings to monitor and review the product, this TMD, and its distribution strategy, and to meet its own obligation to report significant dealings to ASIC.</p> <p>Dealings outside this TMD may be significant because:</p> <ul style="list-style-type: none"> <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> </ul> <p>In each case, the distributor should have regard to:</p> <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 and/or amber ratings attributed to the consumer).</li> </ul> <p>Objectively, a distributor may consider a dealing (or group of dealings) outside the TMD to be significant if:</p> <ul style="list-style-type: none"> <li>• it constitutes more than half of the distributor’s total retail product distribution conduct in relation to the product over the quarter,</li> <li>• the consumer’s intended product use is <i>solution/standalone</i>,</li> <li>• the consumer’s intended product use is <i>core component</i> or higher and the consumer’s risk/return profile is <i>low</i>, or</li> <li>• the relevant product has a green rating for consumers seeking <i>extremely high risk/return</i>.</li> </ul>

## **Disclaimer**

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