

# Target Market Determination

## Trilogy Industrial Property Trust

11 September 2023

Issuer: Trilogy Funds Management Limited  
ABN 59 080 383 679  
AFSL 261425



### 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 can be obtained by visiting the Trilogy Funds website.

### Target Market Summary

This product is intended for use as a Minor allocation for a consumer who is seeking Capital Growth and Income Distributions 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 minimum investment timeframe of at least five years and needs limited access to capital.

#### Fund and Issuer identifiers

<b>Issuer</b>	<b>Trilogy Funds Management Limited</b>
<b>Issuer ABN</b>	59 080 383 679
<b>Issuer AFSL</b>	261 425
<b>Fund</b>	<b>Trilogy Industrial Property Trust</b>
<b>ARSN</b>	623 096 944
<b>APIR Code</b>	TGY1928AU
<b>ISIN Code</b>	AU60TGY19285
<b>TMD issue date</b>	11 September 2023
<b>TMD Version</b>	2
<b>Distribution status of fund</b>	Available

## Description of Target Market

This part is required under section 994B(5)(b) of the Act.

### TMD indicator key

The Consumer Attributes for which the product is likely to be appropriate have been assessed using a red/amber/green rating methodology with appropriate colour coding:

In target market	See Issuer instructions	Not in target market
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### 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.

### 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).

Consumer Attributes	TMD Indicator	Product description including key attributes
<b>Consumer's investment objective</b>		
Capital Growth	In target market	Investors seeking income from an asset class with the potential to provide regular income and capital growth over the long term.
Capital Guaranteed	Not in target market	The Fund aims to provide regular monthly income and the opportunity for capital growth over the long term. The Fund intends to build a portfolio of properties located in key Australian regional and metropolitan industrial precincts, by seeking to target industrial properties that have the potential to provide long-term cashflows to investors or could offer the opportunity to add value.
Capital Preservation	See Issuer's instructions	
Income Distribution	In target market	The Fund is not capital guaranteed. The value of an investment is subject to movements in the underlying value of real property held in the Fund, however the Fund is designed and expected to have low volatility and modest capital growth over the recommended investment horizon of 5+ years. Therefore, the Fund may be suitable for an Investor who is seeking to preserve their capital but who accepts there is a risk they may lose some or all of their money. The Fund is not suitable for an Investor who cannot accept any loss of their capital.

Consumer Attributes	TMD Indicator	Product description including key attributes
<b>Consumer's intended product use (% of Investable Assets)</b>		
Solution/Standalone (up to 100%)	Not in target market	Investors intending to hold an investment in the Fund as a smaller part of their total Investable Assets.
Major allocation (up to 75%)	Not in target market	The Fund offers exposure to the industrial property asset class in Australia by investing in properties located in key Australian regional and metropolitan industrial precincts. The Fund may also invest excess cash in other income earning investments such as other unlisted managed funds, index funds, income securities and fixed or floating rate debt securities that may be held directly or indirectly, and may include the Trilogy Monthly Income Trust and the Trilogy Enhanced Income Fund. Accordingly, the Fund's portfolio diversification is Low to Medium (see diversification definitions below).
Core component (up to 50%)	Not in target market	
Minor allocation (up to 25%)	In target market	
Satellite allocation (up to 10%)	In target market	Investors should use the Fund as up to a Minor allocation to spread the risks of investing in the Fund across a broad portfolio of investments.

### Consumer's investment timeframe

Minimum investment timeframe	5+ years	<p>Investors seeking to invest in the Fund for at least 5 years.</p> <p>Investors may only exit upon either a Withdrawal Offer or an Interim Withdrawal Offer from the Issuer.</p> <p>The Issuer intends to make Withdrawal Offers once every four years and are the main mechanism by which Investors may be able to withdraw units. The last Withdrawal Offer occurred in March 2022 and it is expected that the next Withdrawal Offer will be made in February 2026 and every four years thereafter.</p> <p>The Issuer intends to make Interim Withdrawal Offers on an annual basis between 1 February and 28 February. However, Interim Withdrawal Offers a secondary, limited mechanism by which Investors may be able to withdraw units and should not be relied on as a means of liquidity.</p> <p>The amount made available for withdrawal during a Withdrawal Offer or Interim Withdrawal Offer may be limited at the Issuer's discretion.</p>
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## Consumer's Risk (ability to bear loss) and Return profile

Low	Not in target market	Investors who are comfortable tolerating Medium risk (see risk definitions below).
Medium	In target market	The Fund's objective is to provide investors with monthly income and the opportunity for capital growth over the long term.
High	In target market	However, there are risks involved in the Fund, which may include the following:
Very high	In target market	<ul style="list-style-type: none"> <li>• The value of the Fund's properties may decline, which may result in a fall in the value of an investment in the Fund.</li> <li>• While the target gearing is a loan to valuation ratio (LVR) of 50% or below, the Fund may borrow over 50% LVR from time to time to make further acquisitions.</li> <li>• The Fund may not make regular distributions, or at all, as the income available for distribution is dependent on a variety of risks associated with an investment in property (such as risks that the tenants may default on the terms of their leases).</li> <li>• The Fund may not be able to make Withdrawal Offers or Interim Withdrawal Offers at the intended times or at all.</li> </ul>
Extremely high	In target market	It is expected the Fund may experience an estimated 2 to less than 3 negative returns over a 20 year period (SRM 3).

## Consumer's need to access capital

Weekly	Not in target market	Investors who are comfortable with the Fund's assets having low liquidity.
Monthly	Not in target market	The Fund is a non-liquid scheme with no fixed termination date and investors may only exit upon a Withdrawal Offer or Interim Withdrawal Offer from the Issuer. The Issuer intends to make Withdrawal Offers once every four years and Interim Withdrawal Offers annually. To source funds required for a Withdrawal Offer or an Interim Withdrawal Offer, the Issuer may—
Quarterly	Not in target market	
Annually	Not in target market	<ul style="list-style-type: none"> <li>• sell one or more properties</li> <li>• raise new equity for the Fund</li> <li>• make further borrowings on behalf of the Fund, or</li> <li>• undertake a combination of these measures.</li> </ul>
Before the next Withdrawal Offer expected in February 2026	Not in target market	
At the next Withdrawal Offer expected in February 2026 or longer	See Issuer's instructions	It is expected the next Withdrawal Offer will be made in February 2026 (and every four years thereafter) and the next Interim Withdrawal Offer will be made in February 2024 (and annually thereafter).
At the Issuer's discretion	In target market	The amount made available for withdrawal during a Withdrawal Offer or Interim Withdrawal Offer may be limited at the Issuer's discretion. Offers may be scaled back and depending on market conditions may not be made.  There is no established external secondary market for the sale of units in the Fund. However, investors may arrange for their own private sale of units with the approval of the Issuer. There is no right for investors to require their units to be purchased either by the Issuer or by any other person, or to have their units redeemed.

## 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.

Requirement	Explanation
<p><b>s 994B(8)</b></p> <p><i>Target market and Product</i> RG 274.68(c)</p>	<ul style="list-style-type: none"> <li>• The Issuer considers that the Fund, including its key attributes, is likely to be consistent with the likely objectives, financial situation and needs of investors in the target market on the basis of:</li> <li>• the relationship between the key attributes of the Fund and the target market as set out in this TMD</li> <li>• the terms of issue of units in the Fund</li> <li>• the investment mandate of the Fund</li> <li>• the investment capability of the manager of the Fund</li> <li>• the Issuer's assessment of the risks and benefits of the Fund</li> <li>• the Issuer's assessment of the likely investor outcomes of the Fund based on:               <ul style="list-style-type: none"> <li>• the Fund's historical performance and financial modelling of the Fund's target performance based on the sets in the Portfolio</li> <li>• analysis of performance data in respect of the Issuer's products that are comparable to the Fund, and</li> <li>• results of stress testing and scenario analysis of the liquidity risk, market and investment risk, operational risk, strategic risk, governance risk of the Fund and comparable funds operated by the Issuer.</li> </ul> </li> </ul>
<p><i>Target market and distribution conditions and restrictions</i> RG 274.100</p>	<p>The Issuer considers that the distribution conditions will make it more likely that the investors who acquire the Fund are in the target market on the basis of:</p> <ul style="list-style-type: none"> <li>• the Fund's advertisements and website content is directed towards consumers in the Fund's target market</li> <li>• the online and paper application forms for the Fund include specific questions and alerts relating to this TMD and relevant to the distribution conditions</li> <li>• where applicable, the restrictions imposed by, and level of supervision required under, the terms of any distribution agreements entered into by the Issuer and the distributors of the Fund</li> <li>• the distributors' past performance in relation to the distribution of financial products, about which the Issuer is aware, and</li> <li>• any other relevant information about a distributor, about which the Issuer is aware.</li> </ul>

## Distribution conditions/restrictions

This part is required under section 994B(5)(c) of the Act.

Distribution channel	Distribution condition
Direct	<ul style="list-style-type: none"><li>• Direct investors who are wholesale or sophisticated investors can invest in this product.</li><li>• Retail investors are asked to complete an online or paper application form, including filtering questions relating to the TMD.</li></ul>
Platform/Wrap – General	<ul style="list-style-type: none"><li>• Additional steps are not required for advised clients who receive personal advice beyond consideration of the issuer's TMD by the adviser.</li><li>• Unadvised clients and clients who only receive general advice may not be able to access the Fund unless the platform provider has a process where the client is asked basic filtering questions relating to the TMD.</li></ul>
Adviser	<ul style="list-style-type: none"><li>• Investor to confirm in the online or paper application form that they have received personal financial advised.</li><li>• Financial advisers to provide details in the online or paper application form of their AFS licence, including their adviser number from the Moneysmart website, and confirm they have reviewed and considered the TMD in providing personal advice to the investor.</li></ul>

## Review triggers

This part is required under section 994B(5)(d) of the Act.

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.

## Mandatory review periods

This part is required under section 994B(5)(e) and (f) of the Act

Review period	Maximum period for review
Initial review	NA – initial review has already occurred
Subsequent review	At least once every year since the date of the last review of the TMD (for whatever reason)

## 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. 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.	As soon as practicable but no later than 10 business days after distributor becomes aware of the significant dealing.	All distributors

See Definitions for further detail.

If practicable, distributors should adopt the FSC data standards for reports to the Issuer. Distributors must report to the Issuer using the method specified at <https://www.trilogyfunds.com.au/>. This link also provides contact details relating to this TMD for the Issuer.

## 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 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.
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 that are generally lower in risk and less volatile than growth investments.
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 very <i>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 very <i>low</i> portfolio diversification. Products classified as <i>extremely high risk</i> are likely to meet this category only.
Investable Assets	Those assets that the investor has available for investment, excluding the residential home.



Term	Definition
<b>Portfolio diversification (for completing the key product attribute section of consumer's intended product use)</b>	
<i>Note: exposures to cash and cash-like instruments may sit outside the diversification framework below.</i>	
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, a portfolio of real property assets or 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).
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.

Term	Definition
<b>Consumer's Risk (ability to bear loss) and Return profile</b>	
<p>The Issuer has adopted 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>Standard Risk Measure Guidance Paper For Trustees</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 Issuer has supplemented the SRM methodology by other risk factors. For example, the use of leverage and derivatives, the potential impact of liquidity or withdrawal limitations, valuation risks or risks of capital and other investment risks relating to property investment generally and risks relating to the Fund specifically, which have been 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>
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>

Term	Definition
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<b>Consumer's need to access capital</b>	
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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. Issuers should consider both the frequency for accepting the request and the length of time to accept, process and distribute the proceeds of such a request. To the extent that the liquidity of the underlying investments or possible liquidity constraints (e.g. ability to stagger or delay redemptions) could impact this, this is to be taken into consideration in aligning the product to the consumer's need to access capital. Where a product is held on investment platforms, distributors also need to factor in the length of time platforms take to process requests for redemption for underlying investments. Where access to investment proceeds from the product is likely to occur through a secondary market, the liquidity of the market for the product should be considered.

<b>Distributor Reporting</b>	
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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. Section 994G of the Act requires the Issuer to notify ASIC if it becomes 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 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).</p> <p>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>• the consumer's intended product use is <i>whole portfolio</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</i> risk/return.</li></ul>
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## Find out more.

Start a conversation with us today.

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