



Target Market Determination (TMD) – Pension

Hejaz Islamic Super & Pension

Prepared 8 August 2023

Equity Trustees Superannuation Limited (ETSL) ABN 50 055 641 757 AFSL 229757



About this document

This Target Market Determination (TMD) applies to the Hejaz Islamic Super & Pension, in particular the pension part of the product. It seeks to provide an understanding of the class of consumers for which this product has been designed, having regard to the objectives, financial situation and needs of the target market.

This document is not a Product Disclosure Statement (PDS), is not to be treated as a full summary of the product's terms and conditions, does not take into account any person's individual financial objectives, situation and needs and is not intended to provide financial advice. Consumers must refer to the PDS and any supplementary documents when deciding about this product.

Copies of the PDS and information incorporated by reference may be downloaded at www.hejazfs.com.au/islamic-super-annuation/faqs-documents/.

Class of consumers that constitute the target market

Hejaz Islamic Super & Pension (Hejaz Islamic Pension) Pension Product has been designed for consumers who are looking to invest their superannuation savings in a pension product that offers both account-based pension or transition to retirement strategy (TTR) subject to Government drawdown limits), while their funds continue to be exposed to earnings. The product is designed for consumers who wish to choose from a range of Sharia compliant investment options. The Pension Product is restricted to consumers who have reached their preservation age and/or have met a condition of release, and are an Australian resident, New Zealand resident or Permanent Resident of Australia.

The target market for the pension product is consumers wanting to use their superannuation savings to provide an income stream in their retirement or as they transition to retirement using a Transition to Retirement (TTR) strategy.

Excluded class of consumers

The product is not suitable for a consumer:

- saving for their retirement through accumulating superannuation guarantee contribution from an employer and any voluntary super contribution; or
- seeking to invest with readily available access to their investments; or
- who does not wish their investments to be limited to Sharia compliant options; or
- wanting to invest in direct shares; or
- wanting to invest more than the maximum initial investment amount allowed in the PDS; or
- seeking to make additional contributions to their account once they have commenced a pension; or
- who has not reached preservation age or met a condition of release; or
- who wishes to make less than the minimum pension payment per annum as prescribed by law; or
- with a TTR who wishes to make more than the maximum pension payment per annum as prescribed by law; and
- with less than the minimum initial investment amount of \$20,000.

Product description

Hejaz Islamic Pension is a pension product for members seeking to turn their superannuation into a regular income in retirement or for those wishing to transition to retirement. It offers investment options that are Sharia compliant in accordance with Islamic investment standards.

Key product attributes

The information in the following table summarizes the overall class of consumers that fall within the target market for Hejaz Islamic Pension.

Investment options

The product enables members to invest in three Sharia compliant investment options with a range of risk profiles and investment objectives. The product has a focus on ethical and socially responsible investing based on Sharia principles

and screening processes applied by Hejaz Asset Management Pty Ltd (in its capacity as Investment Manager of Managed Investment Schemes in which the Fund invests) and global and domestic investment managers utilized by Hejaz Financial Advisers Pty Ltd (in its capacity as the Fund Manager of Managed Investment Schemes in which the Fund invests).

The table below sets out the investment options available and the target market.

Risk Level	Investment Options	Target Market
Medium to High	Hejaz Islamic Conservative	Members seeking a diversified investment over a broad range of asset classes which are compliant with Sharia investing standards. The Hejaz Islamic Conservative option seeks investment return from both income and capital appreciation, with a higher allocation towards conservative asset classes. The probability of negative returns is 4 to less than 5 years in 20 years.
High	Hejaz Islamic Balanced	Members seeking a diversified investment over a broad range of asset classes which are compliant with Sharia compliant investing standards. The Hejaz Islamic Balanced option seeks investment return from both income and capital appreciation, with a balanced asset allocation. The probability of negative returns is 5 to less than 6 years in 20 years.
High	Hejaz Islamic Growth	Members seeking a diversified investment over a broad range of asset classes which are compliant with Sharia investing standards. The Hejaz Islamic Growth option seeks investment return from both income and capital appreciation, with a higher allocation towards growth asset classes. The probability of negative returns is 4 to less than 6 years in 20 years.

Further information on each investment option (including the strategy, risk level and suggested minimum investment timeframe for each option) is available at <https://www.hejazfs.com.au/islamic-superannuation/investment-options/>.

Insurance options

Insurance is not available to Pension members.

Reversionary Benefits

The pension product is suitable for consumers who wish to have the reversionary benefit features in their pension. Refer to the Additional Information Booklet for further information.

Beneficiaries

The pension product is suitable for consumers who wish to nominate beneficiaries in their pension. Refer to the Additional Information Booklet for further information.

The payment of all benefits is subject to the terms of the Trust Deed governing the Fund, and superannuation laws. Please refer to the Additional Information Booklet for further information.

Consistency between target market and the product

The Trustee considers that the product is likely to be consistent with the likely objectives, financial situation and needs of consumers within the target market because:

- the product has ethical and socially responsible investment options based on Sharia investment principles and screening processes where the key terms, features, and attributes of the product are consistent with the identified class of consumers; and
- the product enables regular income payments or lump sum withdrawals (account-based pension only) to a member's

- bank account; and.
- the pension product allows flexibility as frequency of payment amounts, and flexibility with regard to the amount, subject to minimum and maximum drawdown amounts where applicable.

How this product is to be distributed

Distribution channels

The product is distributed directly to members via Hejaz, online or through Business Development engagement or contacting client services at Hejaz Financial Services. This product is not intended to be distributed through financial advisers.

Direct distribution, occurs when:

- A prospective member approaches Hejaz (e.g., visiting the Hejaz office in person), they are guided by a staff representative to visit Hejaz's website and to consider the PDS and TMD before completing an application form. A prospective member visits Hejaz's website for the relevant product, the relevant product page always contains the applicable PDS and TMD for their consideration. Should the prospective member believe they fall within the TMD, they may continue to complete the product application form online.
- The completed application form will be reviewed firstly by both the Hejaz representatives and then the Fund Administration representatives to ensure the accuracy and completeness of the applicants' information. Should Hejaz's representatives believe that the applicant might not fall within the TMD, the application will be rejected.

Distribution conditions

This product should only be distributed under the following circumstances:

- Where a consumer has either met a condition of release or has reached their preservation age; and
- Where a consumer has retired or is transitioning to retirement; and
- When the consumer is with the class of consumers that constitute the target market as described in this TMD.

Distributors must also ensure that they comply with all regulatory provisions relating to financial products including but not limited to the provision of financial advice, anti-hawking provisions and other legislative requirements within the Corporations Act 2001 (Cth) and other relevant law.

Adequacy of distribution conditions and restrictions

The Trustee has determined that the distribution conditions and restrictions will make it likely that customers who purchase the product(s) are in the class of customers for which it has been designed.

Reviewing this TMD

Initial review: 08 August 2023

Periodic reviews: 2 years from the effective date

Review triggers or events

- Business performance review or adverse finding from a Member Outcomes Assessment (MOA);
- A material change to the design or distribution of the product;
- Occurrence of significant dealing other than where the trigger arises from excluded conduct (e.g., personal advice);
- Distribution conditions found to be inadequate;
- External events such as adverse media coverage which would significantly impact the sustainability of the Fund or regulatory changes that significantly affect the product or the distribution of the product; and
- The use of a Regulator's Product Intervention Powers (PIP) in relation to the product.

Where a review trigger has occurred, this TMD will be reviewed within 10 business days.

Reporting and monitoring of this TMD

Distributors have the following obligations.

Complaints

Where Distributors receive a complaint in relation to its product or its Distributor, information must be provided to the Trustee at six monthly intervals (end of March and September).

Reporting should be directed to:

The Complaints Officer
Hejaz Islamic Super & Pension
PO Box 96, Flinders Lane, Vic 8009
Ph: 1300 043 529

Significant dealings

Distributors must report if they become aware of a significant dealing in relation to this TMD within 10 business days.

Disclaimer:

The information contained in this TMD is general information only and is not intended to be construed as either personal advice or a product recommendation. You should make your own enquiries as to the suitability of this product for your personal financial needs and circumstances and obtain and read a copy of the PDS for further information and assess its suitability before making an investment decision.