

## Target Market Determination

### Contact Australian Ex-50 Fund Asset Management (the “Product”)

#### 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 distribution is excluded conduct).

This document is **not** a product disclosure statement and is **not** a summary of the product features or terms of the product. This document does not take into account any person’s individual objectives, financial situation or needs. Persons interested in acquiring this product should carefully read the Product Disclosure Statement (**PDS**) and the associated Reference Guide (**RG**) for the Product before making a decision whether to buy this product, which can be found at <https://contactam.com.au/ex-50-fund-overview/#investor>.

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.

#### Target Market Summary

This product is intended for us as a satellite or minor portfolio allocation for a consumer who is seeking capital growth and has a high or very high 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 7 year investment timeframe and who is unlikely to need to access their capital on less than one week’s notice.



## Fund and Issuer identifiers

<b>Issuer</b>	Evolution Trustees Limited
<b>Issuer ABN</b>	26 611 839 519
<b>Issuer AFSL</b>	486217
<b>Fund manager</b>	Contact Asset Management Pty Limited
<b>TMD contact details</b>	compliance@evolutiontrustees.com.au
<b>Fund name</b>	<b>Contact Australian Ex-50 Fund</b>
<b>ARSN</b>	639 575 708
<b>APIR Code</b>	EVO4741AU
<b>ISIN Code</b>	AU60EVO47411
<b>TMD issue date</b>	14 May 2025
<b>TMD Version</b>	4
<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/amber/green rating methodology with appropriate colour coding:

In target market	See issuer instructions	Not considered 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.

### 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.

### 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](https://www.fsc.org.au).



Consumer Attributes	TMD Indicator	Product description including key attributes
Consumer's investment objective		
Capital Growth		The Contact Australian Ex-50 Fund balances growth and income to provide access to a portfolio of quality Australian companies that sit outside the S&P/ASX 50 Index.
Capital Preservation		
Income Distribution		The Fund's investment objective is to seek a total return in excess of 10% per annum, after deduction of Management Fees and expenses, through a concentrated portfolio of high quality small to medium sized ASX listed companies.
Consumer's intended product use (% of Investable Assets)		
Solution / Standalone (up to 100%)		At any given time, the Fund targets to hold between 20 and 40 stocks and up to 10% of the Fund's assets in cash.
Major allocation (up to 75%)		The Fund's strategy is to balance growth and income and provide access to a concentrated portfolio of quality mid and small cap Australian equities that sit outside the S&P/ASX 50 Index.
Core component (up to 50%)		
Minor allocation (up to 25%)		The Fund has Medium portfolio diversification.
Satellite allocation (up to 10%)		
Consumer's investment timeframe		
Minimum investment timeframe	7 years	The minimum suggested timeframe for holding investments in the Fund is 7 years (as consistent with the Fund's PDS). This strategy seeks to find long term investments in tomorrow's leaders. Derivatives, short selling and gearing will not be used. The strategy applies Contact's long-term focused investment philosophy.
Consumer's Risk (ability to bear loss) and Return profile		
Low		The Fund has a risk band of 6 and above (High).
Medium		
High		The Fund aim is to seek a total return in excess of 10% per annum, after deduction of Management Fees and expenses, through a concentrated portfolio of high quality small to medium sized ASX listed companies.
Very high		
Extremely high		

Consumer's need to withdraw money		
Within one week of request		Investors will normally be able to redeem from the Fund on any Business Day (provided the request is received before 2pm Sydney Time), being a day other than Saturday or Sunday on which banks are open for general banking business in Sydney. It will be processed using the unit price effective for that day. If your request is received after this time, it will be processed the following business day using the unit price calculated on that day.
Within one month of request		
Within three months of request		
Within one year of request		
Within 5 years of request		
Within 10 years of request		
10 years or more		
At issuer discretion		



### Distribution conditions/restrictions

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

Distribution Condition	Distribution Condition Rationale	Which distributors this requirement applies to
Website	The product can be accessed via the Contact Asset Management website by downloading the relevant PDS and application form (online or pdf). Consumers may only access the product directly once they (or their adviser) have considered this TMD, read the PDS and completed the questions contained in the application form.	Direct to Investors
Distribution through dealing through investment platforms	The product can be accessed via an investment platform. The issuer of each platform has its own obligations as a distributor to take reasonable steps to ensure retail distribution is consistent with this TMD.	Platform/Wrap



Review triggers <i>This part is required under section 994B(5)(d) of the Act.</i>	
	• Material change to key attributes, fund investment objective and/or fees.
	• Material deviation from fund strategy / 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 (ASIC) orders or directions that affects the product.

Mandatory review periods <i>This part is required under section 994B(5)(e) and (f) of the Act.</i>	
Review period	Maximum period for review
Initial review	1 year and 3 months. Completed on 20 February 2023.
Subsequent review	1 year and 3 months. Completed on 25 March 2024.
Subsequent review	1 year and 3 months. Completed on 13 May 2025



<b>Distributor reporting requirements</b> <i>This part is required under section 994B(5)(g) and (h) of the Act.</i>		
<b>Reporting requirement</b>	<b>Reporting period</b>	<b>Which distributors this requirement applies to</b>
Complaints (as defined in section 994A(1) of the Act) relating to the product design, product availability and distribution. The distributor should provide all the content of the complaint, having regard to privacy.	Within 10 business days following end of calendar quarter	All distributors
Significant dealing outside of target market, under s994F(6) of the Act. See Definitions for further detail.	As soon as practicable but no later than 10 business days after distributor becomes aware of the significant dealing.	All distributors
To the extent a distributor is aware, dealings outside the target market, including reason why acquisition is outside of target market, and whether acquisition occurred under personal advice.	Within 10 business days following the end of the calendar quarter.	All distributors

If practicable, distributors should adopt the FSC data standards for reports to the Issuer. Distributors must report to Evolution Trustees Limited by emailing [compliance@evolutiontrustees.com.au](mailto:compliance@evolutiontrustees.com.au) or alternatively via another agreed method.

*The material contained within this TMD has been prepared by Contact Asset Management Pty Limited (ABN 54 614 316 595, AFSL 494045) and Evolution Trustees Limited (ABN 26 611 839 519, AFSL 486217) (Evolution) as Issuer and Responsible Entity of the Fund.*

*The TMD is not intended to provide advice to investors or take into account an individual's financial circumstances or investment objectives. This is general investment advice only and does not constitute advice to any person. Neither Evolution nor Contact guarantee repayment of capital or any particular rate of return from the Fund. Neither Evolution nor Contact gives any representation or warranty as to the reliability, completeness or accuracy of the information contained in this TMD. Investors should consult their financial adviser in relation to any material within this document. Past performance is not a reliable indicator of future performance. Investors should consider the PDS and Reference Guide and any other material published by Contact or Evolution in deciding whether to acquire units in the Fund. This information is available at [www.contactam.com.au](http://www.contactam.com.au)*





## 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).
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).



Term	Definition
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).
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 and 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><u>Standard Risk Measure Guidance Paper For Trustees</u></b> (note the bands in the SRM guidance differ from the bands used in this TMD): see <a href="https://www.fsc.org.au/web-page-resources/fsc-guidance-notes/2316-fsc-gn29">https://www.fsc.org.au/web-page-resources/fsc-guidance-notes/2316-fsc-gn29</a>. 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>

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. 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.</p>	

