

TARGET MARKET DETERMINATION

Janus Henderson Conservative Fixed Interest Fund – Institutional (ARSN: 100 098 271)
APIR: IOF0111AU

About this document

This target market determination (TMD) seeks to offer consumers, distributors and staff with 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 to be treated as a full summary of the product's terms and conditions and is not intended to provide financial advice. Consumer must refer to the Product Disclosure Statement (PDS) and any supplementary documents when making a decision about this product.

Product Disclosure Statement to which this target market determination applies

This TMD applies to the Conservative Fixed Interest Fund – Institutional issued by Janus Henderson Investors (Australia) Funds Management Limited (ABN 43 164 177 244) referred to in the following Product Disclosure Statement:

- Conservative Fixed Interest Fund – Institutional Product Disclosure Statement.

Date from which this target market determination is effective

17 February 2023

Class of consumers that fall within this target market

The information below summarises the overall class of consumers that fall within the target market for the Conservative Fixed Interest Fund – Institutional, based on the product key attributes and the objectives, financial situation and needs that this product has been designed to meet.

A consumer (or class of consumer) might intend to hold a particular investment product as part of a diversified portfolio. In these scenarios, the investment product should be assessed against the consumer's attributes for the applicable part of the portfolio, instead of against the consumer's portfolio as a whole.

The Conservative Fixed Interest Fund – Institutional is for those who are seeking to gain exposure to an actively managed portfolio of high quality interest bearing securities that seeks to provide returns in excess of cash and a high level of capital protection.

Product description and key attributes

The key product attributes of the Conservative Fixed Interest Fund – Institutional are:

- The Conservative Fixed Interest Fund – Institutional seeks to achieve a total return before fees that exceeds the total return of the Benchmark (Bloomberg AusBond Bank Bill Index) by 0.50% per annum, over rolling three-year periods;
- The fund employs a range of strategies that include active duration and yield curve management, sector rotation and individual security selection;
- Income distributions are generally made on a quarterly basis;
- A management fee of 0.25% per annum of the asset value of the fund is charged. A buy/sell spread may be charged when entering/exiting the fund; and
- Online access to investment details via Portfolio Online.

Objectives, financial situation, and needs

This product has been designed for consumers who:

- Are seeking capital growth through exposure to an actively managed portfolio of cash, money market and fixed interest securities;
- Are willing to pay the fund's management fee through the value of their invested capital;
- Would be comfortable to invest their capital for a minimum suggested timeframe of at least three years; and
- Have a low risk tolerance and are willing to accept the risks of losing some of their invested capital.

Consistency between target market and the product

The Conservative Fixed Interest Fund – Institutional is likely to be consistent with the likely objectives, financial situation and needs of the class of consumers in the target market. This is based on an analysis of the key terms, features and attributes of the product and a finding that these are consistent with the identified class of consumers. Individuals will need to consider whether this product meets their specific objectives, financial situation and needs. The fund aims to meet its performance and benchmark target as assessed in relation to its objective, and also aims to pay quarterly distributions.

How this product is to be distributed

Distribution channels

This product is designed to be distributed through the following means:

- Directly by Janus Henderson by submitting a completed application form;
- Via selected third-party advisers; and
- Via selected third-party platforms.

Distribution conditions

There are no distribution conditions.

Adequacy of distribution conditions and restrictions

We have determined that the distribution conditions and restrictions will make it likely that customers who purchase the product are in the class of customers for which it has been designed. We consider that the distribution conditions and restrictions are appropriate and will assist distribution in being directed towards the target market for whom the product has been designed.

Reviewing this target market determination

We will review this target market determination in accordance with the below:

Most recent review	February 2023.
Periodic reviews	This TMD will be reviewed at least once every three years.
Review triggers or events	<p>Any event or circumstances arise that would suggest the TMD is no longer appropriate. This may include (but not limited to):</p> <ul style="list-style-type: none"> • a material change to the design or distribution of the product, including related documentation; • occurrence of a significant dealing; • regulatory attention or actions that affects the product; • significant changes in metrics, including, but not limited to, complaints, fund inflows and outflows, and fund performance; and • indications that the distribution conditions do not make it likely that the consumers who acquire the product are in the target market.

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

Reporting and monitoring this target market determination

We may collect the following information from our distributors in relation to this TMD.

Complaints	Distributors will report all complaints in relation to the product(s) covered by this TMD on a quarterly basis. This will include written details of the complaints.
Significant dealings	Distributors will report if they become aware of a significant dealing in relation to this TMD within 10 business days.

CONTACT US

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Visit www.janushenderson.com/TMD

FOR MORE INFORMATION, PLEASE VISIT JANUSHENDERSON.COM

Janus Henderson
— INVESTORS —

Important information

The information in this Target Market Determination (TMD) was prepared by Janus Henderson Investors (Australia) Funds Management Limited ABN 43 164 177 244, AFS Licence 444268 and should not be considered a recommendation to purchase, sell or hold any particular security. The TMD is required under section 994B of the Corporations Act 2001. It seeks to offer consumers, distributors and staff with 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) and is not to be treated as a full summary of the product's terms and conditions. This document contains general information only and does not take account of any consumer's individual objectives, financial situation or needs. Consumers must refer to the PDS and any supplementary document when making a decision about this product. None of Janus Henderson Investors (Australia) Funds Management Limited nor any of the Janus Henderson group entities nor their respective related bodies corporate, associates, affiliates, officers, employees, agents or any other person are, to the extent permitted by law, responsible for any loss or damage suffered as a result of any reliance by any reader or prospective investor. JHIA013_TMD_CFI-0223