

# TARGET MARKET DETERMINATION

Janus Henderson Tactical Income Fund (ARSN: 130 944 866)  
APIR: IOF0145AU

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## 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 Tactical Income Fund issued by Janus Henderson Investors (Australia) Funds Management Limited (ABN 43 164 177 244) referred to in the following Product Disclosure Statement:

- Tactical Income Fund Product Disclosure Statement.

### **Date from which this target market determination is effective**

30 November 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 Tactical Income Fund, 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 Tactical Income Fund is for those who are seeking to adopt a tactical investment approach with regular asset allocation shifts between cash, fixed interest and higher yielding securities to reflect all stages of the interest rate and credit cycle.

### **Product description and key attributes**

The key product attributes of the Tactical Income Fund are:

- The Tactical Income Fund seeks to achieve a total return after fees that exceeds the total return of the Benchmark (Bloomberg AusBond Bank Bill Index and Bloomberg Ausbond Composite 0+ Yr Index, equally weighted);
- The fund gains its exposure by investing in a range of Janus Henderson's local fixed interest funds. This provides investors with a highly diversified exposure to a wide range of cash, cash equivalent, short and longer duration fixed interest securities and higher yielding securities;
- Income distributions are generally made on a quarterly basis;
- A management fee of 0.45% per annum of the asset value of the fund is charged. A buy/sell spread may be charged when entering or 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 fixed interest and other higher yielding 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;
- Have a low-medium risk tolerance and are willing to accept the risks of losing some of their invested capital; and
- Need this product if they are wanting to gain exposure to an actively managed diversified fixed income strategy that aims to outperform the benchmark.

## Consistency between target market and the product

The Tactical Income Fund 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 target as assessed in relation to its objective and benchmark, 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 ASX brokers through mFund;
- 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.



CERTIFIED BY RIAA

RIAA's RI Certification Symbol signifies that a product or service offers an investment style that takes into account environmental, social, governance or ethical considerations. The Symbol also signifies that Janus Henderson Tactical Income Fund adheres to the strict operational and disclosure practices required under the Responsible Investment Certification Program for the category of Product. The Certification Symbol is a Trademark of the Responsible Investment Association Australasia (RIAA). Detailed information about RIAA, the Symbol and Janus Henderson Tactical Income Fund's methodology, performance and stock holdings can be found at [www.responsibleinvestments.com.au](http://www.responsibleinvestments.com.au), together with details about other responsible investment products certified by RIAA.<sup>1</sup>

<sup>1</sup>The Responsible Investment Certification Program does not constitute financial product advice. Neither the Certification Symbol nor RIAA recommends to any person that any financial product is a suitable investment or that returns are guaranteed. Appropriate professional advice should be sought prior to making an investment decision. RIAA does not hold an Australian Financial Services Licence.

## Reviewing this target market determination

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

<b>Most recent review</b>	November 2023.
<b>Periodic reviews</b>	This TMD will be reviewed at least once every three years.
<b>Review triggers or events</b>	<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"> <li>• a material change to the design or distribution of the product, including related documentation;</li> <li>• occurrence of a significant dealing;</li> <li>• regulatory attention or actions that affects the product;</li> <li>• significant changes in metrics, including, but not limited to, complaints, fund inflows and outflows, and fund performance; and</li> <li>• indications that the distribution conditions do not make it likely that the consumers who acquire the product are in the target market.</li> </ul>

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.

<b>Complaints</b>	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.
<b>Significant dealings</b>	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](http://www.janushenderson.com/TMD)

FOR MORE INFORMATION, PLEASE VISIT [JANUSHENDERSON.COM](http://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\_TL\_0223