

Target Market Determination – Blue Stamp Trust (Product)

This Target Market Determination (**TMD**) is required under section 994B of the *Corporations Act 2001* (Cth) (**Corporations Act**). It sets out the class of retail client consumers for whom the Blue Stamp Trust (**Product**), including its key attributes, would likely be consistent with their likely objectives, financial situation and needs. In addition, the TMD outlines the triggers to review the target market and certain other information. It forms part of Blue Stamp Company Pty Ltd’s design and distribution arrangements for the Product.

This document is not an offer document 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 the Product should carefully read the information memorandum for the Product before making a decision whether to buy the Product.

The Product is an unregistered managed investment scheme and is available to consumers who are wholesale clients (as that term is defined in section 761G Corporations Act) or who are otherwise not required to be given a product disclosure statement for the Product. This TMD, including the obligations imposed on distributors, applies for consumers who are retail clients (specifically, retail clients to whom a personal offer is made to invest in the Product in accordance with section 1012E of the Corporations Act) and does not apply in relation to wholesale clients who are offered, or acquire, the Product.

Target Market Summary

The Product is likely to be appropriate for a consumer seeking capital growth to be used within a portfolio where the consumer has a 5+ year investment timeframe, high risk/return profile and needs infrequent access to capital.

Product details

Issuer	Blue Stamp Company Pty Ltd (Blue Stamp)
Issuer ACN	141 440 931
Issuer AFSL	495417
Fund	Blue Stamp Trust
APIR Code	BLU4540AU
Date TMD approved	5/10/2021

Description of Target Market

Consumer Attribute		Product Key Attribute
Investment objective:	Capital Growth	The Product seeks to generate absolute capital growth over the investment horizon, that exceeds the benchmark of 10% per annum (Benchmark) through long term investments focused on sustainable, compounding gains.
Investment time frame:	Medium – Long (5+ years)	The recommended investment time frame for the Product is greater than 5 years, with 5 years being the minimum suggested time frame.
Risk and return profile:	High	The Product is designed for consumers who have a high risk tolerance and are able to tolerate the risk of capital loss, are able to tolerate large movements in the price of investments that can occur in the listed share market and are able to tolerate the risk of a concentrated investment.
Withdrawal needs:	Monthly	Redemptions are processed monthly on the first business day of the month provided at least 15 days notice is given.

Appropriateness

Blue Stamp has assessed the Product and formed the view that the Product, including its key attributes, is likely to be consistent with the objectives, financial situation and needs of consumers in the target market as described above.

Distribution conditions/restrictions

The Product may only be distributed to retail clients by personal offers from Blue Stamp in accordance with section 1012E of the Corporations Act. In accordance with section 1012E, Blue Stamp will only make personal offers to a retail client which:

- can only be accepted by the consumer to whom it is made; and
- is made to the consumer because they are likely to be interested in the Product, having regard to:
 - previous contact between Blue Stamp and the consumer;
 - some professional or other connection between Blue Stamp and the consumer; or
 - statements or actions by the consumer that indicate they are interested in offers of this kind.

Blue Stamp has determined that the above distribution conditions and restrictions will make it likely that retail client consumers who purchase the Product will be in the class of consumers for whom it is considered appropriate. Blue Stamp considers that the distribution conditions are appropriate and will assist distribution to retail client consumers being directed towards the target market for whom the Product is considered appropriate.

Review triggers

- 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 Blue Stamp of an ASIC reportable significant dealing.
- Material or unexpectedly high number of complaints (as defined in section 994A(1) of the Corporations 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

Review period	Maximum period for review
Initial review	1 year and 3 months
Subsequent review	3 years and 3 months

Distributor reporting requirements

Reporting requirement	Reporting period	Which distributors this requirement applies to
Complaints (as defined in section 994A(1) of the Corporations Act) relating to the Product's design, 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 in which a complaint is received	All distributors
Significant dealing outside of target market, under s994F(6) of the Corporations Act.	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 of dealings outside the target market these should be reported to Blue Stamp, including reason why acquisition is outside of target market, and whether acquisition occurred under personal advice.	Within 10 business days following end of calendar quarter	All distributors