

# Target Market Determination

## *Corval Property Fund*



### 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 the distribution is excluded conduct).

This document is **not** a product disclosure statement (**PDS**) and is **not** a complete 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 PDS for the product before making a decision whether to buy this product.

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. The PDS can be obtained at [www.corval.com.au/property-fund](http://www.corval.com.au/property-fund) or by contacting the Issuer on +61 2 8203 8400 or at [investors@corval.com.au](mailto:investors@corval.com.au).

### Target Market Summary

This product is likely to be appropriate for a consumer seeking Capital Growth and Income Distribution to be used as a Satellite allocation within a portfolio where the consumer has a Long investment timeframe, Medium to High risk/return profile and needs limited access to capital. The product is unlikely to be suitable for a consumer who requires access to their capital other than in response to the major five-yearly Periodic Liquidity Events.

### Fund and Issuer identifiers

Issuer	Corval Partners Limited
Issuer ABN	86 130 628 830
Issuer AFSL	326 118

<b>TMD contact details</b>	+61 2 8203 8400 or investors@corval.com.au
<b>Fund name</b>	<b>Corval Property Fund</b>
<b>ARSN</b>	656 171 158
<b>APIR Code</b>	CRV9885AU
<b>TMD issue date</b>	12 June 2025
<b>TMD Version</b>	4.0
<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's instructions*	Not in target market
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Please see the 'Product description including key attributes' in the table below for Issuer's instructions.

### 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.

### 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](#).

The following customer attributes are relevant for customers who invest in the Fund.

Consumer Attributes	TMD indicator	Product description including key attributes
Consumer’s investment objective		
Capital Growth	In target market	The Fund aims to provide investors with quarterly income distributions and the potential for long term capital growth by investing in a portfolio of Australian property assets.  The Fund is not capital guaranteed. The Fund is designed and expected to have low volatility and modest capital growth over the recommended investment horizon of at least five years however the value of the Fund is subject to movements in the value of its real property. The Fund may be suitable for an investor who seeks to preserve their capital but who accepts there is a risk they may lose some or all of their money. The Fund is not suitable for an investor who cannot accept any loss of their capital.  The Fund uses gearing which increases the potential for larger capital losses (and gains). Investors should therefore have a higher risk tolerance than if the Fund did not use gearing.
Capital Preservation	See Issuer’s instructions (column 3)	
Capital Guaranteed	Not in target market	
Income Distribution	In target market	
Consumer’s intended product use (% of Investable Assets)		
Solution/Standalone (75% to 100%)	Not in target market	The Fund offers exposure to Australian property assets, diversified across geography, asset class and tenant. The Fund invests in property both directly or indirectly, such as by investing in other trusts that are managed or operated by Corval, which own direct property. The Fund may also invest a small allocation in A-REITs, mortgage funds, cash or cash equivalent investments to provide an income source on any surplus capital not immediately required for investment in direct or indirect property investments.  Therefore, the Fund’s portfolio diversification is Low to Medium.  Investors should use the Fund as a Satellite allocation to reduce investment risk through diversification across an appropriate portfolio of investments.  Investors may consider using the Fund as a Minor allocation where an Investor has a high conviction to the Fund’s strategy and has at least a High risk/return profile.
Major allocation (50% to 75%)	Not in target market	
Core component (25% to 50%)	Not in target market	
Minor allocation (10% to 25%)	See Issuer’s instructions (column 3)	
Satellite allocation (up to 10%)	In target market	
Consumer’s investment timeframe		
Minimum investment timeframe	5 years	The Fund is managed having regard to an investment horizon of between five to seven years. The Issuer intends to offer Periodic Liquidity Events on or around each five-year anniversary of the commencement of the Fund. The first Periodic Liquidity Event is expected to occur in January 2027, and then every five years thereafter.

Consumer Attributes	TMD indicator	Product description including key attributes
		While it is expected limited withdrawal offers will also be held at least monthly, these are not guaranteed, and requests may be scaled back. The Fund is therefore not suitable for Investors who require access to their capital prior to the next Periodic Liquidity Event, expected in January 2027.
Consumer’s Risk (ability to bear loss) and Return profile		
Low	Not in target market	<p>The Fund’s objective is to provide quarterly income distributions and the potential for long term capital growth. However, returns from the Fund are not guaranteed and there are risks involved in the Fund as disclosed in the PDS, which include the following:</p> <ul style="list-style-type: none"><li>• There is no guarantee the Fund’s investments will increase in value or that the value of an investment will not fall.</li><li>• The Fund may borrow up to 55% of the value of its assets (on a look-through basis) which may amplify capital losses (or gains).</li><li>• Distributions may be impacted if tenants default on the terms of their leases or interest rates increase.</li><li>• Properties may be subject to development and subject to additional risks associated with the timing, completion and cost of the development.</li></ul> <p>It is expected the Fund may experience an estimated 2 to less than 3 negative returns over a 20 year period (SRM 3) (Medium risk).</p> <p>The Fund is suitable for investors with a Medium or High risk and return profile. The Fund may also be suitable for an investor with a Very High or Extremely High risk and return profile where the investor considers the moderate to high return objective for the Fund is an acceptable level of return for the investor. Investors seeking Very High or Extremely High returns will not be in the target market for the Fund.</p>
Medium	In target market	
High	In target market	
Very high	See Issuer’s instructions (column 3)	
Extremely high	See Issuer’s instructions (column 3)	
Consumer’s need to access capital		
Daily	Not in target market	<p>The Fund has no fixed termination date however Periodic Liquidity Events are intended to be offered every five years and are the primary way for Investors to withdraw money. The first Periodic Liquidity Event is expected to occur in January 2027, and then every five years thereafter, however this is not guaranteed. The Fund seeks to satisfy redemption requests within a twelve-month period following the close of the offer. This may mean</p>
Weekly	Not in target market	
Monthly	Not in target market	
Quarterly	Not in target market	

Consumer Attributes	TMD indicator	Product description including key attributes
Before proceeds are paid in response to the next Periodic Liquidity Event expected in January 2027	Not in target market	redemption requests are satisfied in one or more instalments and may not be fully paid until January 2028, or later.
In response to the next Periodic Liquidity Event expected in January 2027, or longer	In target market	In addition, the Fund intends to offer Investors a secondary limited opportunity to withdraw their investment at least monthly. However, Investors should not rely on these offers as a means of liquidity. Withdrawals from the Fund may be scaled back, delayed or suspended in certain circumstances depending on market conditions. Therefore, the Fund is not suitable for Investors who need access to their capital other than in response to the next Periodic Liquidity Event expected to be in January 2027.

## 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 described above, as the features of this product in Column 3 of the table above are likely to be suitable for consumers with the attributes identified with a green TMD Indicator in Column 2.

The Issuer considers that the distribution conditions will make it more likely that the investors who acquire units in the Fund are in the target market on the basis of:

- The Fund's advertisements and website content is directed towards consumers in the Fund's target market.
- The online and paper application form for the Fund include filtering questions relevant to the applicant's consumer attributes.
- The distributors' past performance in relation to the distribution of financial products, about which the Issuer is aware.
- Any other relevant information about a distributor, about which the Issuer is aware

## Distribution conditions/restrictions

Distribution channel	Distribution condition and rationale
Direct	<ul style="list-style-type: none"> <li>• Wholesale clients and sophisticated investors can invest in the Fund without the Issuer taking any steps because the design and distribution obligations do not apply to these consumers..</li> <li>• Retail investors are asked to complete an online or paper application form, including filtering questions relating to their consumer attributes. The Issuer will review the information provided in response to the filtering questions, assess those answers against the Fund's key attributes (set out above). Where the Issuer concludes the investor is not likely to be within the target market, the Issuer may reject the application or seek further information from the investor.</li> </ul>
Platform/Wrap	<ul style="list-style-type: none"> <li>• Additional steps are not required for retail clients who have received current personal financial product advice in relation to the Fund beyond consideration of this TMD by the adviser.</li> </ul>

	<ul style="list-style-type: none"> <li>Retail clients who have not received current personal financial product advice in relation to the Fund may not be able to access the Fund unless the platform provider has a process where the client is asked to complete basic filtering questions relating to their consumer attributes.</li> </ul>
Adviser	<ul style="list-style-type: none"> <li>Retail clients to confirm in the online or paper application form that they have received current personal financial product advice in relation to the Fund.</li> <li>Financial advisers to provide details of their AFS licence and confirm that they have reviewed and considered the TMD in providing personal financial product advice in relation to the Fund to the investor.</li> </ul>

## 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.
Where the Issuer is unable to provide liquidity for all Investors wishing to redeem their investment within 12 months of a five yearly Periodic Liquidity Event.
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 orders or directions that affects the product.

## Mandatory TMD review periods

Review period	Maximum period for review
Initial review	Completed
Subsequent review	At least once every year and three months since the date of the last review of the TMD (for whatever reason).

## Distributor reporting requirements

Reporting requirement	Reporting period	Which distributors this requirement applies to
Complaints (as defined in section 994A(1) of the Act) relating to the product. The distributor should provide all the content of the complaint, having regard to privacy.	As soon as practicable but in any case within 10 business days following end of calendar quarter.	All distributors
Significant dealing outside of target market, under section 994F(6) of the Act. See Definitions for further detail.	As soon as practicable but in any case within 10 business days after distributor becomes aware of the significant dealing.	All distributors

If practicable, distributors should adopt the FSC data standards for reports to the Issuer. Distributors must report to the Issuer using the method specified at [www.corval.com.au/property-fund](http://www.corval.com.au/property-fund). This link also provides contact details relating to this TMD for the Issuer.

## Disclaimer

Corval Partners Limited (ABN 86 130 628 830) (AFSL 326 118) is the responsible entity of the Corval Property Fund (ARSN 656 171 158) (Fund). You should also read the PDS and the Application Form together in full before applying to invest as it provides important information about investing in the Fund. This TMD provides general information only and does not take into account your individual objectives, financial situation, needs or circumstances. Before making any investment decision, you should assess whether the investment is appropriate to you and obtain financial advice tailored to you having regard to your individual objectives, financial situation, needs and circumstances. This TMD is not a financial product recommendation or an offer or solicitation with respect to the purchase or sale of any financial product in any jurisdiction. This TMD is not intended for distribution to, or use by, any person or entity in any jurisdiction or country where such distribution or use would be contrary to local law or regulation.

# 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).
Capital Guaranteed	The consumer seeks a guarantee or protection against capital loss whilst still seeking the potential for capital growth (typically gained through a derivative arrangement). The consumer would likely understand the complexities, conditions and risks that are associated with such products.
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 (75% to 100%)	The consumer may hold the investment as 75% 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 (50% to 75%)	The consumer may hold the investment as 50% 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 (25% to 50%)	The consumer may hold the investment as 25% 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 (10% to 25%)	The consumer may hold the investment as 10% 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.



Term	Definition
<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).
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 <u>and</u> 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><i>Standard Risk Measure Guidance Paper For Trustees</i></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>	

Term	Definition
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>
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>

Term	Definition
<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>	

Term	Definition
<b>Distributor Reporting</b>	
Significant dealings	<p>Section 994F(6) of the Act requires distributors to notify the issuer if they become aware of a significant dealing in the product that is not consistent with the TMD. Neither the Act nor ASIC defines when a dealing is ‘significant’ and distributors have discretion to apply its ordinary meaning.</p> <p>The issuer will rely on notifications of significant dealings to monitor and review the product, this TMD, and its distribution strategy, and to meet its own obligation to report significant dealings to ASIC.</p> <p>Dealings outside this TMD may be significant because:</p> <ul style="list-style-type: none"> <li>• they represent a material proportion of the overall distribution conduct carried out by the distributor in relation to the product, or</li> <li>• they constitute an individual transaction which has resulted in, or will or is likely to result in, significant detriment to the consumer (or class of consumer).</li> </ul> <p>In each case, the distributor should have regard to:</p> <ul style="list-style-type: none"> <li>• the nature and risk profile of the product (which may be indicated by the product’s risk rating or access to capital timeframes),</li> <li>• the actual or potential harm to a consumer (which may be indicated by the value of the consumer’s investment, their intended product use or their ability to bear loss), and</li> <li>• the nature and extent of the inconsistency of distribution with the TMD (which may be indicated by the number of red and/or amber ratings attributed to the consumer).</li> </ul> <p>Objectively, a distributor may consider a dealing (or group of dealings) outside the TMD to be significant if:</p> <ul style="list-style-type: none"> <li>• it constitutes more than half of the distributor’s total retail product distribution conduct in relation to the product over the quarter,</li> <li>• the consumer’s intended product use is <i>solution/ standalone</i>,</li> <li>• the consumer’s intended product use is <i>core component</i> or higher and the consumer’s risk/return profile is <i>low</i>, or</li> <li>• the relevant product has a green rating for consumers seeking <i>extremely high</i> risk/return.</li> </ul>