

TARGET MARKET DETERMINATION

CBRE Global Property Securities Fund Class A

Issuer	Channel Investment Management Limited (CIML)				
AFSL	439007		ABN	22 163 234 240	
ARSN	115 202 358	APIR Code	HML0016AU	ISIN Code	AU60HML00160
Investment Manager	CBRE Investment Management Listed Real Assets LLC (CBRE)				
Date Issued	16 December 2024	Version	1.0	Status	Available

TARGET MARKET SUMMARY

CBRE Global Property Securities Fund (the 'Fund') is suitable for investors who are seeking exposure to a diversified portfolio of globally listed real estate securities, or those securities in the process of being listed. It is to be used as a minor allocation of their portfolio where the investors will have a minimum investment timeframe of at least 7 years and a high risk/return profile.

Whilst the Fund endeavours to pay withdrawal requests within 6 business days (must be received, verified, and accepted by CIML by 12pm Sydney, New South Wales time), the Fund's constitution allows up to 30 days from the date of receipt to finalise payment. In addition, if at a valuation time, CIML receive withdrawal requests for the Fund for more than 5% of the value of the Fund or for more than 5% of a member's holding, CIML may extend the period for payment by 28 days and may make the payment through one or more instalments.

Investors should be aware that the ability to redeem will be subject to various factors including available cash in the Fund.

TARGET MARKET DETERMINATION INDICATOR KEY

The Investor Attributes for which the Fund is likely to be appropriate have been assessed using a red/green rating methodology with the following meaning:

In target market	Not considered in target market
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INVESTMENT PRODUCTS AND DIVERSIFICATION

An investor (or class of investor) may intend to hold units in the Fund as part of a diversified portfolio (typically with an intended product use of a minor allocation). In such circumstances, the Fund should be assessed against the investor's attributes for the relevant portion of the portfolio, rather than the investor's portfolio as a whole. For example, an investor may seek to construct a conservative portfolio with a minor allocation to growth assets. In this case, it may be likely that a product with a high or very high risk/return profile is consistent with the investor's objectives for that allocation notwithstanding that the risk/return profile of the investor as a whole is low or medium. In making this assessment, distributors should consider all features of a product (including its key attributes).

INVESTOR ATTRIBUTES

INVESTOR INVESTMENT OBJECTIVE

Capital Growth	In target market	The Fund aims to outperform (after fees and expenses) the FTSE EPRA/NAREIT Developed Rental Net Return Index (AUD Hedged) over rolling three-year periods.
Capital Preservation	Not considered in target market	
Income Distribution	In target market	
		The Fund is aimed at investors looking for income and growth characteristics, seeking to distribute every six months as soon as practicable after the end of the distribution period. Investors should be aware that income may not be available to distribute at every set distribution period.

INVESTOR PRODUCT USE (% OF INVESTABLE ASSETS)

Solution/Standalone (up to 100%)	Not considered in target market	The Fund invests in global real estate equity securities across a range of geographic and economic sectors.
Major Allocation (up to 75%)	Not considered in target market	
Core Component (up to 50%)	Not considered in target market	
Minor Allocation (up to 25%)	In target market	The Fund will be actively managed towards the following targets for aggregate exposure.
Satellite/Small Allocation (up to 10%)	In target market	
		90-100% Listed Global Property Securities 0-10% Cash The Fund's investments are subject to the investment guidelines of the Fund. For further information, refer to 'Investment Guidelines' in the Definitions section.

INVESTOR MINIMUM SUGGESTED INVESTMENT TIMEFRAME

Minimum Investment Timeframe	7 years	The Fund has a minimum suggested investment timeframe of 7 years.
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INVESTOR RISK/RETURN PROFILE

Low	Not considered in target market	The Fund has a high risk/return profile.
Medium	Not considered in target market	
High	In target market	
Very High	In target market	

INVESTOR WITHDRAWAL NEEDS

Within 1 week from request	In target market	It is expected that requests for redemption of units will generally be processed within 6 Business Days of receipt of the withdrawal request. Written withdrawal requests should be lodged by email or mail with CIML prior to 12pm (Sydney time) on any Business Day. The withdrawal amount payable is calculated using the withdrawal price as at close of business on that day.
Within 2 weeks of request	In target market	
Within 1 month of request	In target market	
Within 3 months of request	In target market	
Annually or longer (additional details provided)	In target market	
		Whilst CIML endeavours to ensure that all withdrawal proceeds are paid within 6 Business Days from the date of receipt of the withdrawal request, investors should note however, that the Fund's constitution allows up to 30 days from receipt of a withdrawal request to finalise payment. In some circumstances, such as when there is a freeze on withdrawals, investors may not be able to withdraw their investment within the usual period upon request. Investors should be aware that, if at a valuation time, we estimate to have received total withdrawal requests for more than 5% of the value of the Fund or for more than 5% of a member's holding, we may extend the period for payment by 28 days and may make payment through one or more instalments.

APPROPRIATENESS

The Issuer has assessed the Fund and formed the view that the Fund, including its key attributes, is likely to be consistent with the likely objectives, financial situation and needs of investors 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 investors with the attributes identified with a green Target Market Determination (TMD) Indicator in Column 2.

DISTRIBUTION CHANNELS AND CONDITIONS

CHANNEL	CONDITIONS
Advised	The Fund is permitted to be distributed by AFS licensees or their authorised representatives to investors where the distributor is reasonably satisfied that the investor has obtained personal advice which is consistent with distribution of the Fund to the investor.
Platform	The Fund is permitted to be distributed via Approved Platforms.
Direct	- The Issuer will only accept investors that satisfy the wholesale client test contained in section 761G of the Corporations Act 2001. - The minimum investment amount is \$50,000. However, the Issuer has discretion to accept lower amounts.

REVIEW REQUIREMENTS

REVIEW TRIGGERS

Material change to key attributes 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 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 Fund or distribution of the Fund

Material or unexpectedly high number of withdrawal requests

The use of Product Intervention Powers, regulator orders or directions that affect the Fund

Any other event occurs that, in the reasonable opinion of the Issuer, indicates that this TMD is no longer applicable

REVIEW PERIODS

Initial review	1 year and 3 months
Regular scheduled review	Annually, following the initial review

DISTRIBUTOR REPORTING (APPLICABLE TO ALL DISTRIBUTORS)

REGULAR REPORTING

Complaints relating to the Fund design, product availability and distribution (as defined in section 994A(1) of the Act)	As soon as practicable (no later than 10 days after calendar quarter end)
Significant dealing outside of target market (s994F(6) of the Act) See Definitions for further detail	As soon as practicable (no later than 10 days of the Distributor becoming aware)

CONTACT DETAILS

For any queries or distributor reporting in relation to this target market determination or associated products or to report any complaints or significant dealings, please contact distribution@channelcapital.com.au or visit the Channel Capital website (www.channelcapital.com.au).

DISCLAIMER

This Target Market Determination (TMD) is required under section 994B of the Corporations Act 2001 (Cth) (the Act) and is prepared by Channel Investment Management Limited ACN 163 234 240 AFSL 439007 (CIML) as the responsible entity and Issuer of units for the Fund. It sets out the class of investors for whom the Fund, 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 CIML's design and distribution arrangements for the Fund.

This document is not a Product Disclosure Statement (PDS) and is not a summary of the Fund features or terms of the Fund. This document does not take into account any person's individual objectives, financial situation or needs it is general information only and should not be considered advice or a recommendation to investors. Before making a decision whether to invest in this Fund, persons interested in acquiring this product should carefully read the PDS for the Fund before making a decision whether to invest in this Fund. The PDS can be obtained by contacting the Distribution Team or on our website at <https://www.channelcapital.com.au/>

Important terms used in this TMD are defined in the Definitions section of this document. Capitalised terms have the meaning given to them in the Fund's PDS, unless otherwise defined.

No representation or warranty, express or implied, is made as to the accuracy, completeness or reasonableness of any assumption contained in this document. To the maximum extent permitted by law, none of CIML, CBRE and each of their respective related entities, associates and its directors, employees or agents accepts any liability for any loss arising, including from negligence, from the use of this document or its contents. This document shall not constitute an offer to sell or a solicitation of an offer to purchase or advice in relation to any securities within or of units in any investment fund or other investment product described herein. Any such offer shall only be made pursuant to an appropriate offer document. Past performance is not indicative of future performance.

DEFINITIONS

TERM	DEFINITION
AFS licensee	Holder of an Australian Financial Services Licence
AFSL	Australian Financial Services Licence
Investment Guidelines	The Fund may invest between 90 to 100% in listed global property equity securities. It may also invest up to 10% in cash. Effective exposure may include derivatives. Eligible investments of the Fund comprise listed real estate securities, or those equity securities in the process of being listed, on any recognised stock exchange in the developed or emerging markets. The Fund may also invest in cash, financial derivatives and currency instruments.
INVESTOR'S INVESTMENT OBJECTIVE	
Capital Growth	The investor seeks to invest in a product designed to generate capital return. The investor prefers exposure to growth assets (such as shares or property) or otherwise seeks an investment return above the current inflation rate.
Capital Preservation	The investor seeks to invest in a product to reduce volatility and minimise loss in a market down-turn. The investor prefers exposure to defensive assets (such as cash or fixed income securities) that are generally lower in risk and less volatile than growth investments.
Income Distribution	The investor seeks to invest in a product designed to distribute regular and/or tax-effective income. The investor prefers exposure to income-generating assets (typically, high dividend-yielding equities, fixed income securities and money market instruments).
INVESTOR'S INTENDED PRODUCT USE	
Solution/Standalone (up to 100%)	The investor intends to hold the investment as a solution or standalone product, being up to 100% of their total Investable Assets (see definition below). The investor typically prefers exposure to a product with Very High portfolio diversification (see definition below).
Major Allocation (up to 75%)	The investor intends to hold the investment as a major component (up to 75%), of their total Investable Assets (see definition below). The investor is likely to seek a product with at least High portfolio diversification (see definition below).
Core Component (up to 50%)	The investor intends to hold the investment as a core component (up to 50%), of their total Investable Assets (see definition below). The investor typically prefers exposure to a product with at least Medium portfolio diversification (see definition below).
Minor Allocation (up to 25%)	The investor intends to hold the investment as a minor allocation (up to 25%) of their total Investable Assets (see definition below). The investor is likely to seek a Fund with at least Low portfolio diversification (see definition below).
Satellite/Small Allocation (up to 10%)	The investor intends to hold the investment as a smaller part of their total portfolio, as an indication it would be suitable for up to 10% of the total Investable Assets (see definition below). The investor is likely to be comfortable with exposure to a product with Very Low portfolio diversification (see definition below).
Investable Assets	Those assets that the investor has available for investment, excluding the residential home.
PORTFOLIO DIVERSIFICATION (for completing the key product attribute section of investor's intended product use)	
Very Low	The product offers exposure to a single asset (such as a commercial property) or a specialized asset class (like minor commodities, crypto-assets, or collectibles).
Low	The product provides exposure to a limited number of holdings (for instance, fewer than 25 securities) or a focused asset class, sector, or geographic market (like a single major commodity such as gold or equities from a single emerging market economy).
Medium	The product offers exposure to a moderate number of holdings (up to approximately 50 securities) within 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 significant number of holdings (over 50 securities) across multiple broad asset classes, sectors, or geographic markets (for instance, global equities).
Very High	The product offers exposure to a large number of holdings spanning a broad spectrum of asset classes, sectors, and geographic markets, with minimal correlation between them.
INVESTOR'S RISK (ABILITY TO BEAR LOSS)/RETURN PROFILE	
Issuers should undertake a comprehensive risk assessment for each product. The Financial Services Council (FSC) recommends adoption of the Standard Risk Measure (SRM) to calculate the likely number of negative annual returns over a 20 year period, using the guidance and methodology outlined in the Standard Risk Measure Guidance Paper For Trustees. 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 or that a positive return could still be less than an investor requires to meet their investment objectives/needs. Issuers may wish to supplement the SRM methodology by also considering other risk factors. For example, some products may use leverage,	

TERM	DEFINITION
derivatives or short selling, may have liquidity or withdrawal limitations, or otherwise may have a complex structure or increased investment risks, which should be documented together with the SRM to substantiate the Fund risk rating. An investor's desired product return profile would generally take into account the impact of fees, costs and taxes.	
Low	The investor is conservative or low risk in nature, seeks to minimise potential losses (e.g. has the ability to bear up to 1 negative return over a 20 year period (SRM 1 to 2) and is comfortable with a low target return profile. Investor typically prefers defensive assets such as cash and fixed income.
Medium	The investor is moderate or medium risk in nature, seeking to minimise potential losses (e.g. has the ability to bear up to 4 negative returns over a 20 year period (SRM 3 to 5) and comfortable with a moderate target return profile. Investor typically prefers a balance of growth assets such as shares, property and alternative assets and defensive assets such as cash and fixed income.
High	The investor is higher risk in nature and can accept higher potential losses (e.g. has the ability to bear up to 6 negative returns over a 20 year period (SRM 6) in order to target a higher target return profile. Investor typically prefers predominantly growth assets such as shares, property and alternative assets with only a smaller or moderate holding in defensive assets such as cash and fixed income.
Very High	The investor has a more aggressive or very high risk appetite, seeks to maximise returns and can accept higher potential losses (e.g. has the ability to bear 6 or more negative returns over a 20 year period (SRM 7) and possibly other risk factors, such as leverage). Investor typically prefers growth assets such as shares, property and alternative assets.
ACCESS TO FUNDS	
Issuers should consider in the first instance the redemption request frequency under ordinary circumstances. However, the redemption request frequency is not the only consideration when determining the ability to meet the investor's requirement to access capital. 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 completing this section.	
Within 1 week from request / Within 2 weeks of request / Within 1 month of request / Within 3 months of request / Annually or longer (additional details provided)	The investor seeks to invest in a product which permits redemption requests at this frequency under ordinary circumstances and the Issuer is typically able to meet that request within a reasonable period.
DISTRIBUTOR REPORTING	
Approved Platforms	Platforms are not authorised to distribute the Fund unless: • The Platform has completed due diligence process (as determined by the Issuer) and the Issuer has determined the Platform is competent and suitable to distribute the Fund; and • The Issuer has provided, and not withdrawn, its consent to distribution of the Fund by the Platform; and • The Platform, as distributor, complies with the terms and conditions of the Issuers consent to distribution of the Fund. These terms and conditions may include, as appropriate: ◦ Periodic review/audit of the Platform's internal controls and distribution practices (for example, by requesting/reviewing a sample Application against the TMD and information collected by the Distributor). ◦ Periodic reporting by the Platform to the Issuer on its compliance with the TMD and Design and Distribution Obligations.
Significant Dealing	A Platform can request to become an Approved Platform by writing to the Issuer at distribution@channelcapital.com.au Section 994F(6) of the Act requires distributors to notify the Issuer if they become aware of a significant dealing in the Fund 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. The Issuer will rely on notifications of significant dealings to monitor and review the Fund, this TMD, and its distribution strategy, and to meet its own obligation to report significant dealings to ASIC. Dealings outside this TMD may be significant because: • they represent a material proportion of the overall distribution conduct carried out by the distributor in relation to the Fund, or • they constitute an individual transaction which has resulted in, or will or is likely to result in, significant detriment to the investor (or class of investor). In each case, the distributor should have regard to: • the nature and risk profile of the Fund (which may be indicated by the Fund's risk rating or withdrawal timeframes),

TERM	DEFINITION
	- the actual or potential harm to a investor (which may be indicated by the value of the investor's investment, their intended product use or their ability to bear loss), and - the nature and extent of the inconsistency of distribution with the TMD (which is indicated by a red rating attributed to the investor). Objectively, a distributor may consider a dealing (or group of dealings) outside the TMD to be significant if: - it constitutes more than half of the distributor's total retail product distribution conduct in relation to the Fund over the reporting period, - the investor's intended product use is Solution/Standalone, or - the investor's intended product use is Core Component and the investor's risk (ability to bear loss) and return profile is Low.