



## Target Market Determination

### ABOUT THIS DOCUMENT

This Target Market Determination (“**TMD**”) is required under section 994B of the *Corporations Act 2001 (Cth)* in relation to an offer to issue preference shares under a Prospectus dated 21 October 2020 (Original Prospectus). A copy of the Original Prospectus and the supplementary prospectuses dated 23 July 2021 and 18 August 2021 (collectively, the Prospectus) are available on the company website at [www.investorscentral.net.au](http://www.investorscentral.net.au).

Any recipient of this TMD should carefully read and consider the Prospectus in full and take advice from their professional adviser before making a decision to invest.

To apply for preference shares, investors must complete the application in, or accompanying, the Prospectus. This TMD is not a disclosure document for the purposes of the *Corporations Act 2001 (Cth)*.

This document does not provide a full summary of terms of offer of under the Prospectus. The document forms part of the design and distribution arrangements for the product and outlines distribution conditions and restrictions as well as reporting requirements for distributors.

<b>Product</b>	Preference shares in Investors Central under a Prospectus dated 21 October 2020 (“ <b>Offer</b> ”)
<b>Issuer</b>	Investors Central Limited ACN 143 097 385 (“Investors Central”)
<b>Effective Date</b>	5 October 2021
<b>Target Market</b>	<p><b>Description of target market</b></p> <p>Retail and sophisticated investors in Australia who wish to invest an amount of \$25,000 or more over for a term of between three (3) months to 60 months and receive preference shares in an unlisted public company and a fixed rate of interest paid monthly.</p>
<b>Product Description and Key Attributes</b>	<p><b>Description of the Product, including key attributes</b></p> <ul style="list-style-type: none"> <li>• Principal investment amount from \$25,000.00 or more;</li> <li>• Fixed interest rate for the investment term;</li> <li>• Interest is calculated daily from the issue date until the maturity date and is paid monthly in arrears;</li> <li>• There are no administration fees or exit fees on maturity of the investment;</li> <li>• Requests for early redemption prior to maturity of the term is at the absolute discretion of Investors Central and a fee of 2% of the principal investment amount is payable</li> </ul>

<p><b>Risk</b></p>	<p>Preference shares are not bank deposits and are not covered by the Financial Claims Scheme (otherwise referred to as the Bank Guarantee Scheme). Investors should have an appropriate level of financial literacy to understand the risks of investing in preference shares in an unlisted public company.</p> <p>The investment is not appropriate for an investor who would not be able to bear a loss of some or all of the investment</p>
<p><b>Excluded Classes</b></p>	<p><b><i>Classes of investors for whom the Product is not suitable</i></b></p> <ul style="list-style-type: none"> <li>• This Product does not have any eligibility criteria for investors based on metrics such as age, expected return or volatility, however the target market would not include investors who are risk adverse or require a short-term investment.</li> </ul>
<p><b>Distribution Channels and Conditions</b></p>	<p>This product is designed to be distributed through the following channels:</p> <ul style="list-style-type: none"> <li>• Investors Central’s website;</li> <li>• Investor Relation’s team; and</li> <li>• Wholesale investors through an introducing advisor who is an AFSL holder or authorised representative.</li> </ul> <p>Investors.Central will include a copy of this TMD on its website and require that retail investors confirm that they fall within the expected target market before they apply to invest.</p> <p>Investors Central considers that these distribution conditions will ensure that retail investors fall within the target market in circumstances where personal advice is not provided by the company to those investors as it is not licensed to do so.</p>
<p><b>Review Triggers</b></p>	<p>The preference shares are offered for a limited time period as set out in the Prospectus, after which they will no longer be available for issue. The TMD will only apply during the period between the offer open date and the offer close date (or earlier if the offer is fully subscribed) (the Offer Period).</p> <p>The review triggers that apply for the Offer Period that would reasonably suggest that this target market determination is no longer appropriate include, but are not limited to:</p> <ul style="list-style-type: none"> <li>• A significant dealing of the Product outside of the target market occurs;</li> <li>• An event or circumstance that would materially change a factor taken into account when making this TMD;</li> <li>• ASIC raises concerns with Investors Central regarding the adequacy of the design or distribution of the Offer or this TMD;</li> </ul>

	Material changes to the regulatory environment that applies to an investment in the preference shares.												
<b>Review Periods</b>	<p>Investors Central will undertake a review of the TMD if a review trigger occurs.</p> <p>The last date on which the Offer under the Prospectus closes is 20 November 2021. A new TMD will be issued when the next Prospectus is issued, with a review date of six months from the date of issue.</p>												
<b>Distribution Information Reporting Requirements</b>	<p><b><i>The following reporting requirements apply to all distributors who distribute the Product to retail investors:</i></b></p> <table border="1" data-bbox="450 786 1334 1715"> <thead> <tr> <th data-bbox="450 786 746 846">Type of information</th> <th data-bbox="746 786 1038 846">Description</th> <th data-bbox="1038 786 1334 846">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="450 846 746 1155">Complaints</td> <td data-bbox="746 846 1038 1155">Number of complaints received and a brief description of the complaint</td> <td data-bbox="1038 846 1334 1155"> <p>During the offer period – within 10 business days after the end of each quarter.</p> <p>Within 10 business days after the Offer closes.</p> </td> </tr> <tr> <td data-bbox="450 1155 746 1503">Significant dealing(s)</td> <td data-bbox="746 1155 1038 1503"> <p>Details of the significant dealing(s)</p> <p>The reasons why the distributor considers that the significant dealing is not consistent with the TMD.</p> </td> <td data-bbox="1038 1155 1334 1503">As soon as practicable and in any case within 10 business days after becoming aware</td> </tr> <tr> <td data-bbox="450 1503 746 1715">Distribution conditions are found to be inadequate</td> <td data-bbox="746 1503 1038 1715">Internal review of process finds that the distribution conditions are inadequate.</td> <td data-bbox="1038 1503 1334 1715">As soon as practicable, and in any case within 10 business days, after becoming aware of any issue.</td> </tr> </tbody> </table>	Type of information	Description	Reporting period	Complaints	Number of complaints received and a brief description of the complaint	<p>During the offer period – within 10 business days after the end of each quarter.</p> <p>Within 10 business days after the Offer closes.</p>	Significant dealing(s)	<p>Details of the significant dealing(s)</p> <p>The reasons why the distributor considers that the significant dealing is not consistent with the TMD.</p>	As soon as practicable and in any case within 10 business days after becoming aware	Distribution conditions are found to be inadequate	Internal review of process finds that the distribution conditions are inadequate.	As soon as practicable, and in any case within 10 business days, after becoming aware of any issue.
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