

# Target Market Determination

## WAM INCOME MAXIMISER LIMITED (ASX: WMX)

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 prospectus 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 prospectus before making a decision whether to apply for this product.

Important terms used in this TMD are defined in the TMD Definitions at the end of this document. Capitalised terms have the meaning given to them in the prospectus, unless otherwise defined. An electronic version of the prospectus can be obtained by accessing [wilsonassetmanagement.com.au/wam-income-maximiser/](http://wilsonassetmanagement.com.au/wam-income-maximiser/). The Company will also send a paper copy of the prospectus and Application Form if requested before the Closing Date.

### Target Market

Shares in WAM Income Maximiser Limited (the Company) are likely to be appropriate for retail clients receiving personal advice recommending acquisition of the Shares and retail clients seeking income and/or capital growth and/or capital preservation, using the shares as a satellite or minor allocation with at least a medium risk and return profile, an investment timeframe of at least 5 years and willingness to wait a week for liquidity.

## COMPANY AND ISSUER IDENTIFIERS

Issuer	WAM Income Maximiser Limited	Product	WAM Income Maximiser Limited Ordinary Fully Paid Shares
Issuer ABN	40 683 776 954	Market Identifier Code	WMX
Investment Manager	Wilson Asset Management (International) Pty Limited	Product Exchange Code	ASX
Investment Manager AFSL	247 333	TMD issue date	11.03.2025
TMD contact details	Compliance@wilsonassetmanagement.com.au	TMD Version	1

## 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/green rating methodology with appropriate colour coding:

In target market

Not in target market

In the tables below, Column 1, Consumer Attributes, indicates a description of the likely objectives, financial situation and needs of the class of retail clients, excluding retail clients for whom the acquisition of the shares has been arranged by a person or an associate of a person who has recommended it by personal advice ("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.

### 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 retail clients in the target market, as the features of this product in Column 3 of the table below are likely to be suitable for consumers with the attributes identified in column 1 and with a green TMD Indicator in Column 2.

The issuer also considers that the acquisition of the shares by the retail client where the acquisition of the shares has been arranged by a person or an associate of a person who has recommended it by personal advice is likely to be appropriate.

## 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.



The Persons interested in acquiring this product should carefully read the prospectus before making a decision whether to apply for this product.

Consumer Attributes	TMD Indicator	Product description including key attributes
<b>1. Consumer's investment objective</b>		
Income Distribution	In target market	<p>The Company's investment objectives are to: deliver a monthly income stream in the form of franked dividends, achieve capital growth over the medium-to-long term (more than five years) and preserve capital. The Company's investment Benchmark is blended between 60% of the performance of the S&amp;P/ASX 300 Accumulation Index and 40% of the performance of the Bloomberg AusBond Bank Bill Index + 1.0% over the relevant Performance Calculation period. This Benchmark reflects the Company's diversified investment Portfolio to be composed of 40 to 70 equity and corporate debt security holdings. The blended investment Portfolio between equities and debt aims to reduce volatility and support capital stability on behalf of Shareholders.</p> <p>The Company's Target Income Return is the RBA Cash Rate +2.5% per annum, including franking credits. Based on current market conditions, the Company's objective is to deliver an income return for Shareholders of over 6.0% per annum, including franking credits, through the cycle, to be paid monthly to Shareholders. The Target Income Return of the Company will be calculated with reference to the dividends paid to Shareholders, including franking credits, divided by the NTA of the Company.</p>
Capital Growth	In target market	
Capital Preservation	In target market	
<b>2. Consumer's intended product use (% of Investable Assets)</b>		
Solution/Standalone (up to 100%)	Not in target market	<p>The Company offers Shareholders the opportunity to gain exposure to an actively managed investment Portfolio, primarily composed of 40 to 70 equity and corporate debt security holdings, with a dynamic approach to portfolio weightings between the asset classes. The equity component of the investment Portfolio (initially expected to be 60-70%) will be focused on profitable, cash flow generative and income paying companies listed on the ASX, predominately within the S&amp;P/ASX 300 Index. The debt component of the investment Portfolio (initially expected to be 30-40%) will comprise securities that seek to provide stable cash flow to the Portfolio for Shareholders.</p> <p>The Company will invest only when the Investment Manager can identify appropriate investment opportunities and the Company will hold cash when opportunities are not identified by the Investment Manager.</p> <p>The Company would typically be considered to have a medium-to-high level of portfolio diversification.</p>
Major allocation (up to 75%)	Not in target market	
Core component (up to 50%)	Not in target market	
Minor allocation (up to 25%)	In target market	
Satellite allocation (up to 10%)	In target market	
<b>3. Consumer's investment timeframe</b>		
Minimum investment timeframe	5 years	The minimum suggested timeframe for holding investments in the Company is at least 5 years.
<b>4. Consumer's Risk (ability to bear loss) and Return profile</b>		
Low	Not in target market	<p>The risk band of the fund is 5 (Medium Risk).</p> <p>This Company is considered medium risk. It would likely be suitable for investors with a moderate or medium risk appetite, seeking low-to-medium volatility and potential losses in order to achieve the target returns, and typically prefers a blend of growth and defensive assets.</p>
Medium	In target market	
High	In target market	
Very high	Not in target market	
Extremely high	Not in target market	
<b>5. Consumer's need to access capital</b>		

Within one day of request	<b>Not in target market</b>	Investors will be able to sell Shares in the Company on the ASX each business day and have cleared funds in the bank within two business days from settlement via CHESS on the ASX.  The ability to sell the volume of shares required depends on the volume of willing buyers at the time of sale. If there are insufficient willing buyers, an investor may need to sell their shares over a longer time period.  Investors should consider whether this product is suitable for their retirement savings goals. While the product can be accessed via a superannuation fund with tax benefits, other superannuation products may better suit retirement savings due to their specific tax advantages. We recommend consulting with a financial advisor to determine the most suitable investment structure for retirement purposes.
Within one month of request	<b>In target market</b>	
Within three months of request	<b>In target market</b>	
Within one year of request	<b>In target market</b>	
Within 5 years of request	<b>In target market</b>	
Within 10 years of request	<b>In target market</b>	
10 years or more	<b>In target market</b>	
At issuer discretion	<b>Not in target market</b>	Not applicable.

## Distribution conditions/ restrictions

Distribution channel	Distribution conditions	Distribution condition rationale	Distributors this condition applies to
Intermediaries (Advisers)	We will only accept applications under the Broker Firm Offer made through a Joint Lead Manager (or indirectly through intermediaries applying through a Joint Lead Manager). An intermediary who arranges for a person to apply under the Offer other than directly to us must have adequate systems, policies and procedures to identify wholesale clients, provide personal advice, comply with this TMD and agree to rebate to retail clients any remuneration received from the Issuer in respect of the Offer and must have arrangements requiring the intermediary to have similar capabilities and make similar representations and warranties to us or that that are held on trust for us.	Due to the product features and risk level of the Company it is considered reasonably likely to reach the target market via a personal advice channel. The Issuer of each platform product has its own obligations as a distributor to take reasonable steps that will or are reasonably likely to result in retail product distribution conduct being consistent with this TMD. This distribution condition will make it likely that the Issuer can identify if the product is being effectively distributed within the target market and assess if a significant dealing event has occurred.	All persons engaged in retail product distribution conduct.
Direct to Issuer General Offer and Priority Allocation	Suitable for direct application by investors. Investors who apply directly via the share registry must complete <b>consumer attribute questions</b> contained within the application form to identify the purpose of their investment. This distribution condition will make it likely that the Issuer can identify if the product is being effectively distributed within the target market and assess if a significant dealing event has occurred.		

## Review triggers

- Material change to key attributes, Company investment objective and/or fees.
- 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	7 days after the Offer opens
Subsequent review	3 months after the last review date

## 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.	Within 1 business day of receipt during the Offer period. 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 after becoming aware of the dealing and its inconsistency with this TMD and in any case within 10 business days of the dealing.	All distributors

Distributors must report to the Issuer by contacting [Compliance@wilsonassetmanagement.com.au](mailto:Compliance@wilsonassetmanagement.com.au).

Issued by WAM Income Maximiser Limited ABN 40 683 776 954 (Issuer) and Wilson Asset Management (International) Pty Limited AFSL 247 333 (Investment Manager). The Issuer is the Company and issuer of Shares in the Company referred to in this material. This material 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 material is appropriate for you and obtain financial advice tailored to you having regard to your individual objectives, financial situation, needs and circumstances. This material 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.

# Definitions

Term	Definition
<b>Consumer's investment objective</b>	
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).
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).
<b>Consumer's intended product use (% of Investable Assets)</b>	
Solution/Standalone (up to 100%)	The consumer may hold the investment as up to 100% of their total investable assets. The consumer is likely to seek a product with very high portfolio diversification.
Major allocation (up to 75%)	The consumer may hold the investment as up to 75% of their total investable assets. The consumer is likely to seek a product with at least high portfolio diversification.
Core Component (up to 50%)	The consumer may hold the investment as up to 50% of their total investable assets. The consumer is likely to seek a product with at least medium portfolio diversification.
Minor allocation (up to 25%)	The consumer may hold the investment as up to 25% of their total investable assets. The consumer is likely to seek a product with at least low portfolio diversification.
Satellite allocation (up to 10%)	The consumer may hold the investment as up to 10% of the total investable assets. The consumer may seek a product with very low portfolio diversification. Products classified as extremely high risk are likely to meet this category only.
Investable Assets	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) Note: exposures to cash and cash-like instruments may sit outside the diversification framework below.</b>	
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).

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Very high	The product provides exposure to a large number of holdings across a broad range of asset classes, sectors and geographic markets with limited correlation to each other.
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### Consumer's intended investment timeframe

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.
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### Consumer's Risk (ability to bear loss) and Return profile

This TMD may use the Standard Risk Measure (SRM) as an input to the assessment of the risk and return profile of the product, but may not necessarily be the only input used. The SRM estimates the likely number of negative annual returns for a product over a 20 year period. The SRM may be supplemented by other risk factors, such as the potential size of a negative or positive return, liquidity or withdrawal limitations, underlying investments with valuation risks or risks of capital loss, the use of leverage or short selling, or otherwise may have complex structures.

A consumers desired product return profile will generally take into account the impact of fees, costs and taxes.

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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>
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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>
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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>
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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 very high 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>
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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 extremely high volatility and potential losses (eg. has the ability to bear more than 7 negative returns over a 20 year period), and</li><li>• seeks to maximise 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>
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## Consumer's need to access capital

This consumer attribute considers the likely period of time between placing a request to access investment proceeds and receiving funds. Investors in this product can access their capital by selling Shares in the Company on the ASX. The ability to realise proceeds depends on market liquidity and trading volumes, and the price at which Shares are sold may differ from the Company's. Investors should consider these factors, particularly in periods of market stress, when assessing their need for timely access to capital.

## Distributor Reporting

### Significant dealings

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. 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.

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 product, or
- 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).

In each case, the distributor should have regard to:

- the nature and risk profile of the product (which may be indicated by the product's risk rating or withdrawal timeframes),
- 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
- 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).

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 product over the Offer period,
  - the consumer's intended product use is solution/standalone,
  - the consumer's intended product use is core component or higher and the consumer's risk/return profile is low, or
  - the relevant product has a green rating for consumers seeking extremely high risk/return.
-