

1. About this document

This target market determination (TMD) is a publicly available document required under section 994B of the Corporations Act 2001 (Cth). It seeks to offer consumers, distributors and staff with an understanding of the class of consumers and therefore the target market for which this product has been designed, having regard to the objectives, financial situation and needs of the target market.

This document is not to be treated as a full summary of the product's terms and conditions and is not intended to provide financial advice. Members must still refer to our Financial Service Guide (FSG) and any supplementary documents which outline the relevant terms and conditions under the product when making a decision about this product.

Please see the Terms & Conditions or Financial Services Guide (FSG) to which this target market determination applies

Date from which this target market determination is effective

5 October 2021

2. Class of consumers that fall within this target market

The information below summarises the overall class of consumers that fall within the target market for our product, based on the product key attributes and the objectives, financial situation and needs of our members that it has been designed to meet.

This product has been designed for consumers whose likely objectives, financial situation and needs (as listed below) are aligned with the product (including the key attributes).

- The Overdraft is a credit facility ideal for those that want a limit attached to an everyday account allowing the account holder to overdraw the account to a set limit without incurring penalties. Examples for use include to cover any unexpected bills, charges or just to management timing of debits and credits to the account.

Product description and key attributes

The key eligibility requirements are:

- An existing, or becoming a member of the Bank
- Be 18 years of age or over
- Demonstrated ability to make repayments

The key product attributes of this product are:

- Minimum loan amount is \$1,000
- Rolling credit facility
- No monthly account keeping fee
- Low annual fee
- Unlimited additional repayments
- Repayment frequency is Monthly
- Access the overdraft by using the debit card attached to the Everyday Account
- No interest charged until you access the credit and interest is only charged on the amount drawn

Objectives, financial situation, and needs

This product has been designed for individuals who:

- Are looking for access to funds that is attached to their everyday account to cover for any unexpected bills or purchases and avoid paying overdrawn account fees.
- Have a regular income where they can cover repayments, but may not have enough savings or opt to not use any savings to cover bills or purchases.
- Are looking for an alternative product to a Credit Card and a Personal Loan, but have access to a lending product that they can utilise as and when they need to and only pay interest for the amount used

Consistency between target market and the product

This product is likely to be consistent with the likely objectives, financial situation and needs of the class of customers in the target market. This is based on an analysis of the key terms, features and attributes of the product and a finding that these are consistent with the identified class of customers.

The overdraft is suitable for those who are looking for easy access to funds as and when they need rather than have a loan over a longer period of time. They want the flexibility of having access to a revolving facility without having the need to keep re-applying for a loan.

Excluded class of consumers

This product has not been designed for individuals who:

- Are looking to borrow money less than \$1,000
- Is not a Member of the Bank
- Does not have a regular income
- Cannot meet the lending criteria
- Cannot meet repayments

3. How this product is to be distributed

Distribution conditions

This product can only be distributed and/or in accordance with the relevant product terms and conditions as outlined in the terms and conditions and other relevant material (as amended from time to time). This product is designed to be distributed through:

- Online through the Bank's Website
- In-store retail branch network
- Relationship Banking Team
- Direct Team
- Mobile Lenders

This product should only be distributed under the following circumstances:

- An existing or becoming a member of the Bank
- Be 18 years of age or over and demonstrated ability to make repayments
- Access the product through the appropriate distribution channels

Adequacy of distribution conditions and restrictions

The Bank's application process has been tailored to identify the Target Market described in this TMD as part of the eligibility criteria for the product covered by this TMD, and the use of the Bank's application process would make it more likely that a product covered by this TMD will be acquired by persons in the Target Market.

4. Reviewing this target market determination

We will review this target market determination in accordance with the below:

Initial review	Within 9 months of the effective date.
Periodic reviews	At least every 12 months from the initial review.
Review triggers or events	<p>Any event or circumstances arise that would suggest the TMD is no longer appropriate. This may include (but not limited):</p> <ul style="list-style-type: none"> • If we make a material change to the design or distribution of the product, including related documentation; • If a significant inconsistent dealing in the product occurs • If any other event occurs indicating that this TMD may no longer be appropriate. • An alteration in the eligibility criteria, lending criteria or application process; • Identified systemic issues in the product or across the product lifecycle; • Relevant material external events such as relevant litigation, adverse media coverage or regulatory attention; • Relevant feedback, information or notification received from distributor, regulator such as ASIC or APRA or other interested parties; • Significant changes in metrics. These include sales, portfolio changes, risk tolerance, loss ratios and complaints; and • Any significant dealings that are inconsistent with the TMD

Where a review trigger has occurred, this target market determination will be reviewed within 10 business days.

5. Reporting and monitoring this target market determination

We may collect the following information from our distributors in relation to this TMD.

Complaints	Distributors will report all complaints in relation to the product covered by this TMD on a quarterly basis. This will include but not limited to the number and nature of complaints received regarding the product's design, key attributes and distribution
Significant dealings	<p>The nature and the circumstances of the significant dealing (including why the dealings occurred outside the Target Market), the date range of when the significant dealing occurred, the number of consumers to whom the report relates and whether consumer harm or detriment has or likely occurred as a result of the significant dealing.</p> <p>Distributors will report if they become aware of a significant dealing in relation to this TMD within 10 business days. Distributors will report if they become aware of a significant dealing in relation to this TMD within 10 business days.</p>
Sale and Transaction Data	<i>Distribution information required e.g.,</i> transaction data, outcomes from sale practices like promotions and monitoring on a monthly period. Member data relevant to sale.

