

# Target Market Determination

## Retirement Plus Saver Account

### 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**

16 September 2022

### 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 this 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). This product is for our members who:

- The product is designed for pensioners and retirees. The Retirement Plus account is specially designed for retirees who are looking for a simple product that offers a flat rate of interest paid on their entire balance. This provides them security and peace of mind while their savings grow.

#### **Product description and key attributes**

To be eligible for Retirement Plus Account, you must be 55 years of age or above and meet one of the criteria listed below:

- Retired
- Receive a State super pension or an Australian Centrelink pension or allowance or an Australian Veteran's Affairs (VA) pension or allowance

#### **Proof of income**

If you are receiving a pension or allowance this must be credited to Police Bank to be eligible for this account.

The key product attributes of this product are:

- Interest is calculated daily on whole balance and paid twice a year 30/06 and 31/12
- No on-going monthly or annual fees
- No minimum or maximum balance
- Minimum deposit of \$1.00
- Quarterly statements
- Up to 9 Sub Accounts available
- Contributes to Reduced Fees Program
- Branch withdrawals – fees may apply

Banking facilities available on this account:

- Internet banking
- Telephone banking
- Electronic funds transfer
- BPay
- Direct Credit
- Direct Debit
- Periodical Payments

### **Objectives, financial situation, and needs**

This product has been designed for individuals who:

- Would like to have savings account that is specifically for retirees and pensioners
- Would like the flexibility to transact on the account via multiple channels
- Are wanting an account with no monthly or annual fees
- Are looking for the flexibility to withdraw funds at any time
- Have excess cash to deposit into the account

### **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.**

This product is designed to assist consumers save for their retirement. With one interest rate, this account removes the complexity on how consumers receive interest, making it easier for them to grow their savings. Consumers also have the flexibility of transacting across multiple channels.

### **Excluded class of consumers**

This product has not been designed for individuals who:

- Are below 55 years of age
- Are not Members of the Bank
- Are looking for a high interest rate
- Are businesses i.e. Sole Traders,

## **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 FSG 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 55 years of age or over and meet eligibility criteria.
- 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:

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

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.

<b>Complaints</b>	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.
<b>Significant dealings</b>	<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.</p>
<b>Sale and Transaction Data</b>	<i>Distribution information required</i> e.g., transaction data, outcomes from sale practices like promotions and monitoring on a monthly period. Member data relevant to sale.