

Target Market Determination

Dynamo/Flex 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

21 November 2024

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 suitable for our younger members in helping them build a savings plan. This account offers a bonus interest incentive payment monthly when the accounts conditions are met. Encouraging our younger consumers to grow their savings and put funds away for their future goals. They are made aware that if they don't meet the accounts criteria by depositing \$20 and not making any withdrawals in the month, they will not receive the bonus interest payment.

Product description and key attributes

The key eligibility requirements are:

- An existing, or becoming a member of the Bank
- Be a permanent resident of Australia
- Aged 0-17 years

Dynamo/Flex Account

The key product attributes of this product are:

- Members will automatically transition from the Dynamo account to the Flex Savings account once they turn 13.
- Account automatically transfers to a Bonus Saver Account (\$23) when the Member turns 18.
- Interest is calculated daily on whole balance and paid monthly
- No on-going monthly or annual fees
- Monthly Bonus Interest rate applies if no withdrawals and a minimum deposit of \$20 are made within a month.
- No maximum balance - Interest payable is capped to a maximum deposit amount of \$49,999.99.
- No minimum deposit - (\$20 minimum deposit per month to earn bonus interest rate)
- Branch transactions allowed; fees may apply for withdrawals
- Up to 5 Sub Accounts available
- Quarterly statements

Banking facilities available on this account:

- Internet Banking
- Child must be aged 12 or over. Parents/guardians can have account linked to their Police Bank Internet Banking.
- Direct Credit
- We can help you set up regular payments, e.g., pocket money, presents from grandparents.

Signatories

- A child younger than 12 cannot be a signatory to the account, the parent or guardian will be the sole signatory.
- A child aged between 12 and 15 can be a signatory, in addition to the parent or guardian, or a sole signatory if parent/guardian consents.
- A child 16 or older can be the sole signatory.

Objectives, financial situation, and needs

This product has been designed for individuals who:

- Want to be rewarded with a bonus incentive interest payment on the account (when conditions are met).
- Are looking to earn higher interest on whole balance with the incentive of a tiered interest rate as balance increases.
- Are looking to save in a higher earning interest account without locking funds away.
- Want access to funds when required without penalty.
- Do not want to pay monthly or annual fees.
- Have disposable cash flow they can deposit into this account to assist with saving for a particular goal or unexpected expenses.
- Can meet conditions of the Bonus Saver Account - Not needing to make withdrawals within the month and can deposit a minimum deposit of \$20 to the account.
- Are looking for an account that can help budget and set up a savings plan.

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 for our younger consumers under the age of 18 that are looking for a savings account that not only pays interest on the whole balance but also rewards them with a monthly bonus interest incentive when the accounts conditions are met. An account that encourages and assists younger Consumers to build their savings and save for their goals whilst having funds readily available when required.

Excluded class of consumers

This product has not been designed for individuals who:

- Are a non-Australian resident
- Individuals (18 years+)
- Want card access to account
- Want to make regular withdrawals.
- Are unable to deposit a minimum of \$20.00 per month.

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 under 18 years of age
- 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:

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 to):</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.</p>
Sale and Transaction Data	<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.