

About this document

The purpose of this Target Market Determination (TMD) document is to provide an understanding of:

- the types of customer the products have been designed for, having regard to their likely needs, objectives and financial situation;
- how the products will be distributed;
- when this document will be reviewed; and
- what information is required to support monitoring the distribution of the product.

This document does not constitute an offer or financial advice. Customers should consider the relevant product terms and conditions and any other relevant disclosure documents, available on our website, and their own personal circumstances, before making a decision about this product.

People's Choice Term Deposit

Our Term Deposit account has been designed to meet the likely needs, objectives and financial situation of customers, who want to earn interest on their personal or business savings by locking funds away for a fixed rate of interest, for a fixed period of time.

Customers in the target market may or may not have previous experience with term deposit accounts and will therefore have differing levels of knowledge and experience with term deposit accounts, including very little or no such experience.

This product is suitable for customers who want to:

- ✓ Lock away savings and earn a fixed return on their deposited funds
- ✓ Have the option to choose fixed periods between 2 months and 5 years
- ✓ Invest a minimum of \$5,000 (or \$1,000 if under 25 years old)

This product is not suitable for customers who want to:

- ✗ Regularly add additional savings to their deposit
- ✗ Access their funds during the fixed term

Distribution conditions

This product can only be distributed via direct to customer models such as:

- Branches, advice centres, and contact centres, by those members of staff who are appropriately trained; and
- online via website, internet banking and mobile app which incorporate questions, product information and disclosures which are designed to ensure customers who acquire the product fall within the target market.

Review

We will review this target market determination in accordance with the table below, to ensure that it remains appropriate.

Initial Review Period:	Within 12 months of the effective date
Ongoing Review Period:	At least every 2 years from the last review
Review triggers or events:	<p>Any of the following events or circumstances occurs that reasonably suggests that this TMD is no longer appropriate;</p> <ul style="list-style-type: none"> • material changes to the product term and conditions, and any other supplementary documents, other than changes to interest rates and consequential changes to repayments; • material changes to the distribution conditions, or where the distribution conditions are no longer appropriate; • occurrence of a significant dealing; • systemic issue across the product lifecycle; and • significant changes in metrics including, but not limited to, complaints. <p>We will review the TMD within 10 business days of us becoming aware of any of the above events occurring.</p>

Reporting and monitoring

People's Choice will produce and review, at least quarterly, reports in relation to the products detailing sales, any complaints received, and any occasions where it appears that the products may have been distributed inconsistently with this TMD, to ensure appropriate oversight and monitoring of the distribution of the products.

Our third-party distributors are required to provide the following information to People's Choice to allow us to monitor the appropriateness of this TMD;

Complaints Data	Details of any complaints received by the distributor about the products and/or their distribution, on a monthly basis.
Significant dealings	Details of any significant dealing in the products which is not consistent with this TMD, of which the distributor becomes aware – as soon as practicable and at most within 10 business days