

## Target Market Determination

**Product Name:**  
Term Deposit

**Product Code:**  
200

**Product Description:** A fixed rate cash deposit, invested for an agreed rate of interest over a fixed amount of time, or term.

**Date Published:** 31 October 2023

**Version:** 3

**Effective From:** 31 October 2023

**Issuer Details:** **Defence Bank Limited**  
ABN 57 087 651 385 AFSL/Australian Credit Licence 234582  
PO Box 14537  
Melbourne VIC 8001

## 1. Target Market

### Details

This product is designed for retail clients who are likely to have the following:

Objectives:

- fix a rate of interest for a predetermined period
- preserve savings and earn a rate of interest at the end of the term

Financial situation:

- have additional funds to cover immediate expenses
- have at least \$1,000 to invest

Needs:

- the certainty of a fixed rate of interest on their savings
- the ability to lock in a rate and does not require access to funds during the period of investment.
- a savings account offering higher returns even if that means restrictions on access to the funds
- fixed terms from 1 month to 24 months

## 2. Key Attributes

### Key Attribute Details

This is a Term Deposit and the key features of this product are:

- fixed interest rates for the selected term
- minimum and maximum deposits
- various interest rates relevant to the term of investment
- interest monthly (upon request), at the anniversary or on maturity
- automatic renewal, or paid to an account of your choice if required a fee and an interest rate adjustment applies if access is required prior to maturity.
- a minimum \$1,000
- fixed term option from 1 to 24 months, or a term agreed by us, or for a term otherwise at the Bank's discretion.
- funds are locked in for agreed fixed term for up to 24 months, access may be granted.

## 3. Distribution Conditions and Restrictions

### Details

Distribution conditions

This product is distributed by the issuer through the following channels:

- branches
- brokers
- call centres
- online

Distribution conditions for this product include:

- ensuring that retail customers meet the eligibility requirements for the product
- ensuring that distribution through branches and call centres is by appropriately trained staff

#### 4. Review Triggers

The review triggers that would reasonably suggest that the TMD is no longer appropriate are:

Details	Required data points	Threshold
A significant number of complaints is received from members in relation to their purchase or use of the product that reasonably suggests that the TMD is no longer appropriate	Complaints reporting	Three complaints per quarter in favour of the member
A material change to the product or the terms and conditions of the product occurs which would cause the TMD to no longer be appropriate	Notification of proposed material change/s to key product design, key attributes and or fees	As material changes are made.
A significant dealing of the product to retail clients outside the target market occurs	Product reporting	10% of members

#### 5. Review Frequencies

##### Initial Review

31 August 2022

##### Subsequent Reviews

At least every two years.

## 6. Distributor Information

The following information must be reviewed in relation to distribution of this product:

Information type	Details	Reporting period
Significant dealings	Date or date range of significant dealing/s and description of the significant dealing/s (for example why the dealing is not consistent with the TMD)	as soon as practicable
Complaints	Number of Complaints	quarterly
Sales outside the target market	The number and \$value of sales	quarterly
Sales inside the target market	The number and \$value of sales	quarterly