

# Target Market Determination

## Sovereign Term Deposit

### Introduction

#### About this Target Market Determination

This Target Market Determination [TMD] is a document of Maitland Mutual Limited trading as The Mutual Bank ABN 94 087 651 983, AFSL/Australian credit licence 238139 [we, us, our].

This TMD seeks to give our members, staff, product distributors, or any other interested parties an understanding of the class of members for whom the product, as described below, has been designed, how the product is distributed, and related matters.

This TMD is not, and should not be construed as, a full summary of the product's Terms and Conditions. Nor is it a substitute for the provision of financial advice.

When deciding about a deposit product members should refer to the Product Disclosure Statement. For credit products members should refer to the relative credit product Terms and Conditions.

#### Product to which this Target Market Determination Applies

This TMD applies to the Sovereign Term Deposit product referred to in the following Product Disclosure Statement:

- [Key Features: Terms and Conditions \(Product Disclosure Statement Part 1\)](#)

#### Effective Date of this Target Market Determination

This TMD is effective from: 24 September 2021.

### Sovereign Term Deposit Target Market

#### Class of Members

Below we summarise the class of members comprising the target market for the Sovereign Term Deposit account based on the Sovereign Term Deposit account's key attributes, the member's objectives and financial situations, and the member's needs which the product has been designed to meet.

#### Class of Members

#### Product Description Summary including

- key attributes and
- eligibility criteria

The product has been designed for Members who are individuals and businesses looking for a fixed term investment for personal or business use of balances over \$100,000.00, that is free from account and transaction fees, and is able to earn higher interest rates on their savings over a fixed period of one (1) month to three (3) years, with negotiation available on their rates of interest.

The product has NOT been designed for individuals and businesses who:

- Require access to funds during the fixed term investment period; and
- Are seeking alternate access options, such as Visa Debit Card, Passbook and Cheque Book; and
- Investment of funds under \$100,000.

This product is a fixed term investment for personal and business savings members who want to earn higher interest on large savings balances over fixed periods.

**Product  
explanation of  
objectives including**

- **financial  
situations and  
needs**

The product's key attributes are:

- Interest rates are negotiable;
- Flexible payment of interest;
- Certificate of investment is issued; and
- Digital banking with 24/7 access.

The product's eligibility criteria are:

- Member must be an Australian citizen or permanent resident, or as otherwise approved;
- Must be at least 12 years of age; and
- Opening balance of \$100,000 or more.

The product has been designed for individuals and businesses who:

- Require a certificate of investment to be issued for a large amount of funds invested over a term to earn higher interest returns; and
- Digital banking with 24/7 access.

The product is consistent with the likely financial objectives and needs of the members in the target market as:

- There is no account or transaction fees;
- A certificate of investment for savings invested over a term is supplied;
- There is a variety of investment terms with interest options; and
- Interest rate negotiation is allowed.

## **Distribution of the Sovereign Term Deposit**

### **Distribution Channels**

The Sovereign Term Deposit is designed to be distributed through the following means:

- The Mutual Bank's Branches as located in the Hunter Region of NSW;
- The Mutual Bank's Member Services via online or phone application; and
- Through third party distributors (e.g. investment brokers).

### **Distribution Conditions and Restrictions**

The distribution of the Sovereign Term Deposit is subject to the following conditions and restrictions:

- The product can only be distributed by those employees that have completed The Mutual Bank's Deposit Product Training and have been assessed as competent;
- The product can only be distributed by those employees that have a current Tier 2 in Financial Services qualification; and
- The product can be distributed by accredited third party as approved by The Mutual Bank.

### **Reporting by Distributors of the Sovereign Term Deposit**

#### Significant Inconsistent Dealings

Distributors must report to us in writing within 10 business days if they become aware of a significant dealing in the Sovereign Term Deposit product that is inconsistent with this TMD. This also applies when we distribute Sovereign Term Deposit product.

## Complaints

Distributors must report all complaints they receive in relation to the Sovereign Term Deposit product to us within 48 hours. Reports must be in writing and must include details of the complaints.

## Other Information Required

Distributors must also report in relation to the Sovereign Term Deposit product of any circumstances, incidents or events within 48 hours, including:

- If any inconsistent of the dealing of the product occurs;
- Adverse media reports; and
- That this TMD may no longer be appropriate.

# **Reviewing this Target Market Determination**

## **Periodic review**

We will undertake periodic reviews of this TMD for the Sovereign Term Deposit product at least every three (3) Years from the Effective Date of this TMD.

## **Review Triggers or Events**

Where a review trigger or event occurs, we will review this TMD within 10 business days.

We will also undertake a review of this TMD in the following circumstances:

- If we make a material change to the design or distribution of the product;
- If a significant inconsistent dealing in the product occurs;
- If it is determined by The Mutual Bank that there are more than 3 major complaints about the product in a 6 month period, or more than 6 major and moderate complaints over a period of 12 months;
- If The Mutual Bank's Board, Executive Management with product management responsibilities, Strategic Plan, and/or Business Plan, require the product to be changed in any way;
- If The Mutual Bank's Product Owner, Chief Risk Officer, or designed AML Compliance Officer (under the AMLCTF laws) has identified that the product's risks, including its money laundering and terrorism financing risks, have materially changed;
- If ASIC raises concerns about the product's design or distribution;
- If the Australian Financial Complaints Authority or a Court raise concerns about the product's design or distribution;
- If the product's design or distribution receive adverse media coverage; or
- If any other event or circumstance occurs indicating that this TMD may no longer be appropriate.