



## Term Deposits

**Effective Date:** 10 February 2024  
**Issuer:** Australian Military Bank Ltd ABN 48 087 649 741, Australian Financial Services Licence and Australian Credit Licence Number 237 988

### What is a Target Market Determination?

The purpose of this Target Market Determination (TMD) is to describe:

- Who this product is designed for;
- How it is distributed;
- When this document will be reviewed; and
- What information is required to be provided to help maintain the accuracy of this document.

### Why do we have TMDs?

We are required to have TMDs, and to comply, with other responsibilities under the Treasury Laws Amendment (Design and Distribution Obligations and Product Intervention Powers) Act 2019. This ensures that our customers will obtain appropriate financial products and are at the centre of how we design and distribute our products.

This TMD is not a Product Disclosure Statement (PDS) and is not a summary of the product terms and conditions. Any advice provided in this document is general advice only. It has been prepared without considering any person's particular objectives, financial situations or needs. More information about this product is contained in the relevant PDS, Terms & Conditions, Schedule of Fees and Charges, and other applicable disclosure documents.

### Target Market

Customers looking to invest funds at a fixed interest rate for an agreed investment term who do not need access to the funds during the selected investment term.

### Product Key Attributes

The table below matches the Product Attributes to the Objectives and Needs of the Target Market for this product.

Objectives and Needs	Product Attributes
Require a facility that earns a fixed rate of interest for an agreed term.	<ul style="list-style-type: none"><li>▪ This account provides a fixed rate of credit interest, on funds deposited for a fixed term.</li><li>▪ The interest rate applicable will depend on the term.</li><li>▪ Minimum investment amount is \$1,000 (\$500 for Teen Plus).</li><li>▪ Funds are locked in for the agreed term. If you wish to withdraw your investment early, you must provide us with 31 days' notice and may incur an early redemption penalty fee. Refer to Schedule of Fees and Charges.</li></ul>
Require a facility where there are options for how the interest earned is paid.	<ul style="list-style-type: none"><li>▪ Interest on Income Plus is paid monthly.</li><li>▪ Interest on Investment Plus and Teen Plus is paid at maturity (or annually for terms over 12 months).</li><li>▪ Interest earned can either be credited to the eligible nominated account during the term or added to the Term deposit balance at reinvestment.</li></ul>
Require a facility that has investment options at maturity.	<ul style="list-style-type: none"><li>▪ At maturity of the term, funds invested may be renewed into another term or withdrawn into an eligible nominated account.</li></ul>



## Eligibility

Who is this product designed for	Who this product is Not designed for
<p>This product is designed for personal customers who are:</p> <ul style="list-style-type: none"> <li>✓ Aged:                             <ul style="list-style-type: none"> <li>○ Between 12 and 17 years for Teen Plus Term Deposit; or</li> <li>○ 18 years or over for Investment and Income Plus Term Deposits; and</li> </ul> </li> <li>✓ is an Australian citizen or permanent resident and/or a New Zealand citizen who permanently live and work in Australia.</li> </ul>	<p>This product is not designed for customers who are:</p> <ul style="list-style-type: none"> <li>× likely to need access to the funds during the term of investment;</li> <li>× business customers; or</li> <li>× under 12 years of age.</li> </ul>

## Distribution Conditions

The table below outlines the distribution channels where the product can be sold and sets out the conditions that apply to each channel.

Distribution Channel	Conditions that make product distribution through the channel appropriate
Assisted channels (e.g. in branch, over the phone, with a relationship manager or mobile banker)	<p>Our people who distribute this product:</p> <ul style="list-style-type: none"> <li>▪ are trained on product features, rates / fees, benefits, associated target markets and regulatory obligations;</li> <li>▪ have access to product materials and tools; and</li> <li>▪ follow a process to review application eligibility.</li> </ul>
Online channels (e.g. our website, internet banking and mobile banking app)	<p>Our online channels provide customers with:</p> <ul style="list-style-type: none"> <li>▪ information about the products with a summary of key benefits, interest rates and fees as well as relevant disclosure documents to assist in making a decision about the most suitable product for their needs; and</li> <li>▪ the option to start the application process online, however it cannot be fully distributed online. The application will be directed to assisted channels to complete.</li> </ul>
Third party brokers	<p>We allow this product to be distributed by approved third party brokers who:</p> <ul style="list-style-type: none"> <li>▪ hold appropriate qualifications, industry membership, authorisations to engage in advice activities as well as completion of background checks;</li> <li>▪ are trained on the product features, rates / fees, benefits, associated target markets;</li> <li>▪ follow a process to review application eligibility;</li> <li>▪ are monitored through assurance programs; and</li> <li>▪ if the broker fails to comply with the above requirements, we may terminate their authority to distribute this product.</li> </ul>
Aggregators	We may use comparison websites that provide a link to our website.



## Reviewing this document

We will review this TMD every two years, and where an event or circumstance occurs that may suggest that the TMD is no longer appropriate ('Review Triggers'), as follows:

Information Type	Description
Customer outcomes	<ul style="list-style-type: none"><li>High numbers of early redemptions.</li></ul>
Complaints	<ul style="list-style-type: none"><li>Trends in feedback or complaints received from customers who use this product.</li></ul>
Changes to the Product	<ul style="list-style-type: none"><li>Material changes are made to the product, rates and/or fees.</li><li>Significant changes are required to product terms and conditions.</li><li>Changes to the way the product is distributed.</li></ul>
Incident data	<ul style="list-style-type: none"><li>A material incident, or a number of significant incidents, that relate to the design or distribution of the product that identify potential, or actual, breaches of our legal or regulatory obligations.</li></ul>
Significant dealings	<ul style="list-style-type: none"><li>Any significant dealing to customers who are outside of the Target Market.</li></ul>
Notification from ASIC	<ul style="list-style-type: none"><li>ASIC issuing a product intervention power order requiring us to immediately cease issuing or distributing this product.</li></ul>

## Reporting Requirements

Australian Military Bank will collate and report internally on the following:

Information Type	Time Frame
Product related complaints and feedback	Quarterly
If there is a significant dealing with the product which is inconsistent with the TMD based on: <ul style="list-style-type: none"><li>Proportion of customers not in the target market.</li><li>Actual or potential harm to customers, including amount of loss.</li><li>Nature and extent of inconsistency of distribution to the target market determination.</li></ul>	Within 10 business days of becoming aware of such dealing.

## Questions?

If you have any questions about our products or this TMD, please contact us on 1300 13 23 28 or email us at [service@australianmilitarybank.com.au](mailto:service@australianmilitarybank.com.au).