

Product Name	Christmas Saver Account (S4)	
Issuer	G&C Mutual Bank Limited, ABN 72 087 650 637, AFSL & Australian Credit Licence 238311	
Date of TMD	5 October 2021	
Target Market	Description of Target Market	
	Retail customers who: <ul style="list-style-type: none"> need an account to keep their savings separate from their everyday spending transactional account need a savings account offering higher returns to save money throughout the year for the Christmas period 	
	Description of Product, including key attributes	
	This is an at call savings account with a number of key attributes: <ul style="list-style-type: none"> no minimum deposit or balance withdrawal limits variable interest rate online banking mobile app telephone banking direct credit available from your payroll loyalty structured fee regime with unlimited fee free transactions 	
	Needs and Objectives	
	This product has been designed for those wanting a separate savings account, where they intend to make regular deposits to assist with saving money throughout the year for the Christmas period. The crosses indicate the needs and objectives that the Christmas Saver Account has not been designed for.	
	Seeking an income generating account	✓
Seeking funds available at call 24 hours a day, 7 days a week	✓	
Seeking the ability to transfer money through digital channels, phone or online banking and the mobile app	✓	
Seeking the ability to make and receive real time payments using the National Payments Platform including Osko by BPAY and PayID	✓	
Seeking security of funds under the Australian Government's Financial Claims Scheme (FCS) up to a limit of \$250,000 for each account holder	✓	
Seeking a variety of cash withdrawal or payment options to make purchases anywhere in Australia or throughout the world	✗	

Target Market Cont'	Financial Situation Considerations	
	A customer who has a savings goal with a specific timeframe and intends to make regular deposits, and is seeking an account offering higher returns as well as flexibility to manage their financial needs.	
	Higher rate of return on at call savings	✓
	Low or no fees applicable	✓
	Wide range of income or savings levels	✓
	Wide range of ages and life stages	✓
	Suitable for high spending habits	x
	Consistency with the Target Market	
<p>When assessing the key attributes, we consider the Christmas Saver Account product is likely to be consistent with the likely objectives, financial situation and needs of those in the target market.</p> <p>Individual customers will need to consider whether the Christmas Saver Account product meets their specific objectives, financial situation and needs in accordance with the Account and Access Facility Terms & Conditions and product Fees and Charges.</p>		
Distribution Conditions	<p>This product is designed to be distributed by G&C Mutual Bank through the following channels:</p> <ul style="list-style-type: none"> ▪ online through our website ▪ online through relevant third-party websites ▪ targeted advertising ▪ by phone or email through our Contact Centre ▪ in person through our Service Centres <p>This product can only be issued to those who are eligible and meet the minimum account criteria, and if issued by an appropriately authorised bank staff member.</p> <p>The distribution conditions will make it likely that customers who acquire the Christmas Saver Account product are in the target market, as we consider that the distribution conditions are appropriate and will enable us to direct the Christmas Saver Account product to the class of customers who fall within the target market set out above. This has been determined based on an assessment of the distribution conditions and the target market.</p>	

Reviewing this Target Market Determination	We will review this Target Market Determination in accordance with the below:	
	Initial Review	Within 3 months of the commencement date
	Periodic Review	At least every 2 years from the initial review
	Review Triggers or Events	<p>Any event or circumstances arising that would suggest the TMD is no longer appropriate will prompt a review of this TMD. This may include (but is not limited to):</p> <ul style="list-style-type: none"> ▪ A material change to the product or its terms and conditions; ▪ High numbers of account closures; ▪ High numbers of consumers switching to other deposit accounts offered; ▪ Distribution conditions are no longer appropriate; ▪ External events such as adverse media coverage or regulatory attention; and ▪ Significant number of complaints received from customers in relation to the use of the product.
Reporting and Monitoring this Target Market Determination	We will collect or provide the following information where required in relation to this TMD:	
	Product Performance	<p>G&C Mutual Bank will:</p> <ul style="list-style-type: none"> ▪ Collect and analyse relevant and reliable consumer, product performance, value and transaction data ▪ Collect and analyse appropriate information at sufficient intervals to detect patterns in distribution as compared with the planned target market; and ▪ Assess the performance of the distribution methods through which its financial products are being distributed.
	Complaints	<ul style="list-style-type: none"> ▪ All complaints in relation to this product will be reviewed and reported on a monthly basis. ▪ Distributors will report any complaints to G&C Mutual Bank in relation to the product covered by this TMD within 10 business days of the complaint.
	Significant Dealings	G&C Mutual Bank will report to those required if it becomes aware of a significant dealing that is not consistent with this TMD.