

Term Deposit Account (I30)

Target Market Determination

This Target Market Determination (TMD) is required under section 994B of the Corporations Act 2001 (Cth). It sets out the target market for the product, triggers to review the target market and how the product is distributed.

This document is not a Product Disclosure Statement (PDS) and is not a summary of the product features or substitute for the product's terms and conditions or other disclosure documents. This TMD does not consider any person's individual objectives, financial situation or needs.

Issuer	G&C Mutual Bank Limited, ABN 72 087 650 637, AFSL & Australian Credit Licence 238311		
Effective Date	7 March 2025	Next Review Date	7 March 2027
Target Market	Description of Target Market		
	Retail customers who:		
	<ul style="list-style-type: none">require an income generating investment accountneed the certainty of a fixed rate of interest on their savingsdo not need the ability to withdraw funds at-call prior to maturity of the deposit		
	Description of Product, including key attributes		
	This is a Term Deposit with a number of key attributes:		
	<ul style="list-style-type: none">minimum and maximum deposits applytiered fixed interest rate for the selected termavailable terms from 30 days to 5 yearsinterest payable monthly, annually or at maturitycertainty of a fixed rate returnnotification of maturityautomatic roll over availableearly access to funds may result in a reduction of interest earned		
Additional features, fees, charges, or conditions other than those displayed in this document may be available or applicable. This document must be read together with the Account and Access Facilities Terms and Conditions, Summary of Account and Access Facilities, Fees and Charges Schedule and Interest Rate Schedule.			
Suitability, Needs, Objectives and Financial Situation			
This product has been designed for those who require a Term Deposit to invest money and earn a fixed rate of return with a choice of different fixed terms and interest payment options. The <u>crosses indicate</u> where the product is <u>not suitable</u> for retail customers.			
Need a low risk investment option			✓
Have larger, fixed amounts of cash savings to invest			✓
Do not require access to their funds for the term of the term deposit or are willing to not access their funds for a specified term in exchange for higher interest rates			✓

	Seeking certainty with a fixed rate of return on investment	✓										
	Need the ability to withdraw funds prior to maturity of the deposit without providing 31 days' notice and incurring an interest rate reduction	x										
	Minimum eligibility and account criteria not met	x										
Distribution Conditions	<p>This product is designed to be distributed through the following channels:</p> <ul style="list-style-type: none"> online through our website online through relevant third-party comparison sites 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. All applicants must be:</p> <ul style="list-style-type: none"> aged 12 years or older, or if aged under 12, the account signatory must be an adult relative; a permanent resident of Australia; and able to meet our identity verification requirements <p>Only representatives who have the appropriate levels of authority may advise on and distribute this product. They will have been trained on this product and in particular, the target market and relevant acceptance criteria.</p> <p>All distribution channels are subject to appropriate controls and/or monitoring.</p>											
Reviewing this Target Market Determination	<p>The initial review of this document is within 12 months of product launch. Periodic reviews will be completed every 24 months from the last review.</p> <p>We may also review this TMD sooner if any of the below review triggers occur, or if an event or circumstance has occurred that would reasonably suggest that the TMD may no longer be appropriate:</p> <table border="1"> <thead> <tr> <th>Review Trigger</th> <th>Description</th> </tr> </thead> <tbody> <tr> <td>Customer Trends</td> <td> <p>Trends in customer outcomes that are significantly inconsistent with the intended product performance that reasonably suggests the TMD is no longer appropriate including:</p> <ul style="list-style-type: none"> number of accounts that customers opt to close shortly after the product is issued; number of accounts that appear inactive shortly after the product is issued; and unexpected changes in sales trends </td> </tr> <tr> <td>Complaints</td> <td> <p>Unexpected trends in complaints received from customers in relation to the use of the product including the understanding of risks, conditions suitability and/or key attributes.</p> </td> </tr> <tr> <td>Incidents and breaches</td> <td> <p>Where deficiencies are identified in the products' design, distribution or disclosure documentation as a result of incidents related to potential breaches of legal or regulatory obligations.</p> </td> </tr> <tr> <td>Material product or distribution channel change</td> <td> <p>Where material changes are made to the products' key attributes or terms and conditions through any of the distribution channels including but not limited to:</p> </td> </tr> </tbody> </table>		Review Trigger	Description	Customer Trends	<p>Trends in customer outcomes that are significantly inconsistent with the intended product performance that reasonably suggests the TMD is no longer appropriate including:</p> <ul style="list-style-type: none"> number of accounts that customers opt to close shortly after the product is issued; number of accounts that appear inactive shortly after the product is issued; and unexpected changes in sales trends 	Complaints	<p>Unexpected trends in complaints received from customers in relation to the use of the product including the understanding of risks, conditions suitability and/or key attributes.</p>	Incidents and breaches	<p>Where deficiencies are identified in the products' design, distribution or disclosure documentation as a result of incidents related to potential breaches of legal or regulatory obligations.</p>	Material product or distribution channel change	<p>Where material changes are made to the products' key attributes or terms and conditions through any of the distribution channels including but not limited to:</p>
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		<ul style="list-style-type: none"> ▪ Adding, removing or changing a key attribute ▪ A material pricing change to the associated fees and/ or charges which impacts the overall value proposition ▪ A change in our acceptance criteria that impacts on the suitability of the product for the target market; ▪ A substantial change to the distribution strategy or channel(s) of the product.
	External events	<ul style="list-style-type: none"> ▪ There is a change in law or its application, a change in relevant industry code, an AFCA determination, a court decision, or ASIC or other regulatory guidance or action that materially affects the product. ▪ Significant change in economic and market conditions. ▪ Notification from ASIC requiring immediate stop of distribution.
Reporting	<p>We will collect and record details of:</p> <ul style="list-style-type: none"> ▪ Product related complaints received each month from customers or distributors. ▪ Any significant dealing which is not consistent with this TMD. Reporting must be within 10 business days of becoming aware of any such dealing. 	