## Target Market Determination



Product Name	Platinum Visa Credit Card (S78)			
lssuer	G&C Mutual Bank Limited, ABN 72 087 650 637, AFSL & Australian Credit Licence 238311			
Effective Date	1 January 2024 Next Review Da	ite 1 July 2025		
Target Market	Description of Target Market			
	<ul> <li>Retail customers who:</li> <li>are primarily seeking a credit card facility to make purchases on credit and to manage their cashflow needs</li> <li>are seeking to access concierge services and earn reward points which they can then redeem, even if that means higher interest or fees</li> </ul>			
	Description of Product, including key attributes			
	<ul> <li>This is a credit card facility with a number of key attributes:</li> <li>credit limits of between \$6,000 and \$75,000</li> <li>variable interest rate of 19.99% for purchases , 21.99% for cash advances</li> <li>an annual fee of \$299.00</li> <li>no balance transfers</li> <li>1 Qantas Point for every \$1 spent on eligible purchases and access to concierge services wherever you are in the world</li> <li>1 additional Qantas Point for every \$1 spent on selected Qantas products and services in Australia</li> <li>an interest free period of up to 50 days on purchases</li> <li>digital wallet payments, including point of sale and online</li> <li>monthly statements</li> <li>minimum monthly repayment is the greater of 3% of the amount of the closing balance or \$20.00</li> </ul>			
	document may be available or applicable. This document must be read together with the G&C Mutual Bank Account and Access Facilities Terms and Conditions, Summary of Account and Access Facilities, Fees and Charges Schedule, Interest Rate Schedule and Platinum Visa Credit Card Qantas Points Terms and Conditions.			
	Needs, Objectives and Financial Situation			
	This product has been designed for those primarily wanting a credit card facility, to make purchases on credit and to manage their cashflow whilst earning reward points. The crosses indicate where the product is not suitable for retail customers.			
	Prioritise additional benefits and features such as transactions, over low rates and fees	rewards points on card	~	
	Are comfortable accepting a higher interest rate and annual fee for the additional benefits			
	Aim to pay off the full outstanding amount at the end of each month		✓	
	Seek complimentary concierge services, available week in Australia and overseas.	24 hours a day, 7 days a	~	

	Want the option to roll other balances into the credit card			
	Minimum eligibility	imum eligibility and account criteria not met		
Distribution Conditions	<ul> <li>channels:</li> <li>online through a</li> <li>online through a</li> <li>targeted adverta</li> <li>by phone or em</li> <li>in person through</li> <li>This product can or account criteria. All</li> <li>aged 18 years or</li> <li>a permanent rest</li> <li>able to meet ou</li> <li>able to meet the only representative distribute this product the product of the p</li></ul>	ugh relevant third-party comparison sites vertising remail through our Contact Centre rough our Service Centres n only be issued to those who are eligible and meet the minimum a. All applicants must be:		
Reviewing this Target Market Determination	We will review this Target Market Determination in accordance with the below:         Initial Review       Within 12 months of the effective date			
	Periodic Review	Within 18 months of the effective date		
	Review Triggers or Events	<ul> <li>Any event or circumstances arising that would suggest this TMD is no longer appropriate will prompt a review of this TMD. This may include (but is not limited to):</li> <li>A material change to the product or its terms and conditions;</li> <li>A change in our acceptance criteria that impacts on the suitability of the product for the target market;</li> <li>Negative trends across sales and product usage data;</li> <li>Distribution conditions are no longer appropriate;</li> <li>External events such as adverse media coverage or regulatory attention; and</li> <li>Significant numbers of complaints received from customers in relation to the use of the product.</li> </ul>		
Reporting	<ul> <li>We will collect and record details of:</li> <li>Product related complaints received each month from customers or distributors.</li> <li>Any significant dealing which is not consistent with this TMD. Reporting must be within 10 business days of becoming aware of any such dealing.</li> </ul>			