

Target Market Determination (TMD)

➤ Term Deposit (Interest Paid at Maturity)

Product	Term Deposit (Interest Paid at Maturity)
Issuer	Qudos Mutual Limited trading as Qudos Bank ABN 53 087 650 557 AFSL/Australian Credit Licence 238 305
Date of TMD	5 October 2023
Target Market	<p>Description of target market</p> <p>Clients who:</p> <ul style="list-style-type: none"> ➤ need the certainty of a fixed rate of interest on their savings ➤ do not need the ability to withdraw funds at call prior to maturity of the deposit ➤ need to maximise the interest rate payable and will accept interest at maturity or annually for terms greater than 12 months <p>This is a Term Deposit, and the key features of this product are:</p> <ul style="list-style-type: none"> ➤ fixed interest rates for the selected term ➤ minimum term deposit is \$2,000 for 3 months and \$5,000 for other terms. Term deposits over \$1 million are subject to approval ➤ you can choose a term of 3, 5, 6, 7, 9, 11, 12, 24 or 36 months ➤ the rate of interest paid depends on the size of the deposit and the term selected ➤ on maturity for terms 12 months or less or annually for terms greater than 12 months ➤ automatic roll over available <p>This product is designed for consumers who:</p> <ul style="list-style-type: none"> ➤ want certainty on an interest rate ➤ want a credit of interest paid at maturity (for terms less than 12 months) or annually (for terms greater than 12 months) ➤ consumer's likely financial situation-those who have greater than \$2,000.00 balance of savings <p>This product is not suitable for retail clients who:</p> <ul style="list-style-type: none"> ➤ need the ability to withdraw funds prior to maturity of the deposit without providing 31 days' notice and incurring an interest rate reduction
Distribution Conditions	<p>Distribution conditions</p> <p>This product is distributed directly by Qudos Bank through to the following channels:</p> <ul style="list-style-type: none"> ➤ branches ➤ call centres ➤ online ➤ mobile lenders

**Distribution Conditions
(continued)****Distribution conditions for this product include:**

- > ensuring that retail clients meet the eligibility requirements for the product
- > ensuring that distribution through branches, mobile lenders and call centres is by appropriately trained staff

There are no other approved distributors for this product.

Review Triggers**The review triggers that would reasonably suggest that the TMD is no longer appropriate include:**

- > a significant dealing of the product to consumers outside the target market occurs
- > a significant number of complaints is received from customers in relation to their purchase or use of the product that reasonably suggests that the TMD is no longer appropriate
- > a material change to the product or the terms and conditions of the product occurs which would cause the TMD to no longer be appropriate

Qudos Bank's Product Governance Framework includes regular consideration of whether there has been a review trigger following each distribution information report.

Period Reviews

At least every 12 months from the date of this TMD.

**Distribution Reporting
Requirements**

The following information must be provided to Qudos Bank by distributors who engage in retail product distribution conduct in relation to this product, by email to DDOreporting@qudosbank.com.au:

Type of information	Description	Reporting period
Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing (e.g, why it is not consistent with the TMD).	As soon as practicable, and in any case within 10 business days after becoming aware.
Complaints	Number of complaints in relation to this TMD. This will include written details of the complaints.	Every 3 months, within 10 business days of the end of each calendar quarter.
Sales outside the target market	Number of sales \$ value of sales.	Every 3 months, within 10 business days of the end of each calendar quarter.