

Introduction

About this Target Market Determination

This Target Market Determination [TMD] is a document of Maitland Mutual Limited trading as The Mutual Bank ABN 94 087 651 983, AFSL/Australian credit licence 238139 [we, us, our].

This TMD seeks to give our members, staff, product distributors, or any other interested parties an understanding of the class of members for whom the product, as described below, has been designed, how the product is distributed, and related matters.

This TMD is not, and should not be construed as, a full summary of the product's Terms and Conditions. Nor is it a substitute for the provision of financial advice.

When deciding about a deposit product, members should refer to the Product Disclosure Statement. For credit products members should refer to the relative credit product Terms and Conditions.

Product to which this Target Market Determination Applies

This TMD applies to the Bonus Saver product referred to in the following Product Disclosure Statement:

- [Key Features: Terms and Conditions \(Product Disclosure Statement Part 1\)](#)

Effective Date of this Target Market Determination

This TMD is effective from: 24 September 2021.

Bonus Saver Target Market

Class of Members

Below we summarise the class of members comprising the target market for the Bonus Saver based on the Bonus Saver key attributes, the member's objectives and financial situations, and the member's needs that the product has been designed to meet.

Class of Members

Product Description Summary including

- key attributes and

The product has been designed for Members who are individuals looking for a savings account for personal use that is free from account and transaction fees, has the convenience of digital banking, and pays monthly interest if a deposit of \$1 or more is made with no withdrawals during the calendar month.

The product has NOT been designed for individuals and businesses who:

- Require a savings account for business purposes;
- Are seeking alternate access options, such as Card, Passbook and Cheque Book; and
- Are unable to save with regular deposits and need to make regular withdrawals from savings.

The product is a savings account for personal savings needs that pays monthly interest and allows members to access their savings if they

- **eligibility criteria**

**Product
explanation of
objectives including**

- **financial
situations and
needs**

need to.

The product's key attributes are:

- Digital banking 24/7; and
- Interest paid monthly if a deposit of \$1 or more is made with no withdrawals during a calendar month.

The product's eligibility criteria are:

- Member must be an Australian citizen or permanent resident, or as otherwise approved;
- Must be at least 12 years of age;
- Personal use; and
- Opening balance of \$2 or more.

The product has been designed for an individual's personal use who:

- Requires a savings account for surplus funds;
- Wants to access funds electronically 24/7; and
- Requires interest paid every month.

The product is consistent with the likely financial objectives and needs of the members in the target market as:

- It is a savings account for surplus funds;
- Funds are electronically accessible 24/7; and
- There is no account or transaction fees.

Distribution of the Bonus Saver

Distribution Channels

The Bonus Saver is designed to be distributed through the following means:

- The Mutual Bank's Branches as located in the Hunter Region of NSW;
- The Mutual Bank's Member Services via online or phone application; and
- Through third party distributors (e.g. investment brokers).

Distribution Conditions and Restrictions

The distribution of the Bonus Saver is subject to the following conditions and restrictions:

- The product can only be distributed by those employees that have completed The Mutual Bank's Deposit Product Training and have been assessed as competent;
- The product can only be distributed by those employees that have a current Tier 2 in Financial Services qualification; and
- The product can be distributed by accredited third party as approved by The Mutual Bank.

Reporting by Distributors of the Bonus Saver

Significant Inconsistent Dealings

Distributors must report to us in writing within 10 business days if they become aware of a significant dealing in the Bonus Saver product that is inconsistent with this TMD. This also applies when we distribute Bonus Saver product.

Complaints

Distributors must report all complaints they receive in relation to the Bonus Saver product to us within 48 hours. Reports must be in writing and must include details of the complaint.

Other Information Required

Distributors must also report in relation to the Bonus Saver product of any circumstances, incidents, or events within 48 hours, including:

- If any inconsistent of the dealing of the product occurs;
- Adverse media reports; and
- That this TMD may no longer be appropriate.

Reviewing this Target Market Determination

Periodic review

We will undertake periodic reviews of this TMD for the Bonus Saver product at least every three (3) Years from the Effective Date of this TMD.

Review Triggers or Events

Where a review trigger or event occurs, we will review this TMD within 10 business days.

We will also undertake a review of this TMD in the following circumstances:

- If we make a material change to the design or distribution of the product;
- If a significant inconsistent dealing in the product occurs;
- If it is determined by The Mutual Bank that there are more than 3 major complaints about the product in a 6 month period, or more than 6 major and moderate complaints over a period of 12 months;
- If The Mutual Bank's Board, Executive Management with product management responsibilities, Strategic Plan, and/or Business Plan, require the product to be changed in any way;
- If The Mutual Bank's Product Owner, Chief Risk Officer, or designed AML Compliance Officer (under the AMLCTF laws) has identified that the product's risks, including its money laundering and terrorism financing risks, have materially changed;
- If ASIC raises concerns about the product's design or distribution;
- If the Australian Financial Complaints Authority or a Court raise concerns about the product's design or distribution;
- If the product's design or distribution receive adverse media coverage; or
- If any other event or circumstance occurs indicating that this TMD may no longer be appropriate.