

# Target Market Determination

## For Foreign Currency Term Deposit Account

FMTD

### Product

This target market determination (TMD) applies to the Bendigo Foreign Currency Term Deposit Account.

### Issuer

Bendigo and Adelaide Bank Limited ABN 11 068 049 178 AFSL / ACL 237879 (Bendigo Bank).

### Date from which this target market determination is effective

5 October 2021.

## 1. Target market for this product

### Target Market

The retail clients for whom this product has been designed are individuals who:

- want a low-risk term deposit investment;
- want to invest a minimum amount or more (minimum deposit is determined by the investment currency selected) by depositing that amount into the account for a specified term (up to a maximum period of 12 months) at a fixed interest rate; and
- generally do not require access to their investment before the end of the specified term.

### Product Description

A Bendigo Bank Foreign Currency Term Deposit Account is a deposit account that allows a retail client to deposit a minimum amount (minimum deposit is set by currency type) for a specified term with interest payable on the deposited funds at maturity of the investment. Funds can be reinvested or withdrawn at the end of the nominated term.

### Product key attributes

The key attributes of this product that make it likely to be consistent with the target market described above, include:

Attribute	Appropriate for
Eligibility	This product is only available to retail clients who meet the anti-money laundering and counter terrorism financing legislation requirements and hold an existing Australian dollar account in the same name / title.
Deposit for a specified term (up to a maximum period of 12 months)	Retail clients who do not require access to the deposited funds for the specified term. Retail clients can choose the length of time their deposit will remain in the account. This product is not suitable for retail clients who want access their funds on demand.
Earn interest at a fixed interest rate	Retail clients who want a low-risk investment product with a fixed rate of return. The rate varies depending on the length of the specified term and currency selected.
Accrued interest paid at end of specified frequency	Retail clients who want accrued interest to be paid at maturity of the term of investment. Accrued interest can be added to the deposited funds or paid to the retail client.

Attribute	Appropriate for
Investment in choice of foreign currency	Retail clients can invest in a choice of currencies. Currencies that are generally available in connection with the product include CAD, CHF, EUR, GBP, JPY, NZD, SEK, SGD or USD. Refer to Bendigo Bank's website for details about which currencies are currently available for this product.
Fees and Charges	Retail clients willing to pay fees and charges (including telegraphic transfer fees, bank draft fees, stop-payment fees and monthly accountant maintenance fees) outlined in the Product Disclosure Statement
Minimum deposit amount of investment	Retail clients who have a minimum investment amount for a specific currency: <ul style="list-style-type: none"> <li>• 10,000 EUD</li> <li>• 10,000 GBP</li> <li>• 25,000 NZD</li> <li>• 10,000 USD</li> </ul>

## 2. How this product is to be distributed

Bendigo Bank applies certain conditions and restrictions to the distribution of this product so that distribution is likely to be to retail clients within the target market for this product. The conditions and restrictions are:

<b>Channel</b>	This product is to be distributed only through the following channels: <ul style="list-style-type: none"> <li>• Delphi Bank-branded branches; and</li> <li>• Bendigo's Financial Market's Dealing Room.</li> </ul>
<b>Additional conditions or restrictions</b>	The following additional conditions and restrictions also apply to the distribution of this product: <ul style="list-style-type: none"> <li>• Only prospective retail clients who meet minimum eligibility criteria for the product should submit an application for this product; and</li> <li>• This product can only be issued to retail clients after the application process is complete.</li> </ul>

### 3. Reviewing this target market determination

Bendigo Bank will review this TMD as set out below:

<b>Initial review</b>	Within the first year of the effective date.
<b>Periodic reviews</b>	At least every 12 months from the initial review.
<b>Review triggers or events</b>	<p>Any event or circumstances arising that would reasonably suggest the TMD is no longer appropriate. This may include (but is not limited to):</p> <ul style="list-style-type: none"> <li>• a material change to the design or distribution of the product, including related documentation;</li> <li>• occurrence of a significant dealing;</li> <li>• distribution conditions found to be inadequate in ensuring that the product is issued to retail clients who are likely to be in the target market;</li> <li>• relevant changes in the law or its application, a change in an industry code or decision of a court or other body (including through regulatory guidance) that materially affects the product;</li> <li>• significant changes in metrics, including, but not limited to: <ul style="list-style-type: none"> <li>○ a material increase in the number of complaints in relation to a product or aspect of a product; and</li> <li>○ an increase in early termination of the product; and</li> </ul> </li> <li>• any other event occurs, or information is received that reasonably suggests this TMD is no longer appropriate.</li> </ul>

### 4. Reporting and monitoring this target market determination

Bendigo Bank, who distribute this product, will need to collect, keep and report the following information to Bendigo Bank:

Type	Description of information	Frequency of reporting
<b>Complaints</b>	<p>Customer complaints made in relation to this product. This includes:</p> <ul style="list-style-type: none"> <li>• written details of the complaint; and</li> <li>• the number of complaints during the reporting period.</li> </ul>	<p><b>Reporting period:</b> Monthly</p> <p><b>When does the regulated person have to report:</b> Within 10 business days of the end of the reporting period.</p>
<b>Sales data</b>	Sales and customer data in relation to this product as requested by Bendigo Bank.	<p><b>Reporting period:</b> Monthly</p> <p><b>When does the regulated person have to report:</b> Within 10 business days of the end of the reporting period.</p>
<b>Significant dealings</b>	<p>The following information:</p> <ul style="list-style-type: none"> <li>• details of the significant dealing;</li> <li>• the date (or range) on which the significant dealing occurred;</li> <li>• why the distributor considers the dealing to be significant (including why it is inconsistent with this TMD); and</li> <li>• how the dealing was identified.</li> </ul>	<p><b>When does the regulated person have to report:</b> Within 10 business days of the distributor becoming aware of the dealing.</p>