

Target Market Determination

For 'Alliance Bank' branded Business Saver Account

AB-BUS

Product

This target market determination (TMD) applies to the Alliance Bank-branded Business Saver Account.

Issuer

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

Date from which this target market determination is effective

7 August 2023.

1. Target market for this product

Target Market

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

- want an account for a business;
- want to earn interest on savings.
- want to grow savings by deposit and withdrawal limits.

Product Description

An Alliance Bank-branded Business Saver Account is a savings account that allows business customers to receive an ongoing interest rate regardless of the balance. A minimum balance must be maintained. Access is limited to internet and mobile banking.

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 are carrying on a business.
Access to funds	Retail clients can access funds via internet and mobile banking.
Ongoing interest rate regardless of balance	Retail clients who want to earn interest on their savings without balance restrictions.
No monthly service fees or transaction fees	Retail clients that do not want to pay monthly service fees or transaction fees.
Funds available at call	Clients who want funds available at call should they be needed.

2. How this product is to be distributed

AWA Mutual Limited® is an independent mutual entity and agent of Bendigo Bank in the distribution of this Alliance Bank® branded product through Alliance Bank branded branches and websites.

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:

Channel	This product is to be distributed only through the following channels: <ul style="list-style-type: none">• Alliance Bank-branded branches; and• Online through an Alliance Bank-branded website.
Additional conditions or restrictions	The following additional conditions and restrictions also apply to the distribution of this product: <ul style="list-style-type: none">• Only prospective retail clients who meet Bendigo Bank's minimum eligibility criteria should submit an application for this product;• This product can only be issued to retail clients after applying Bendigo Bank's product application and assessment processes; and• This product can only be issued (or arranged to be issued) by persons who are appropriately trained and accredited.

3. Reviewing this target market determination

Bendigo Bank will review this TMD as set out below:

Initial review	Within the first year of the effective date.
Periodic reviews	At least every 12 months from the initial review.
Review triggers or events	Any event or circumstances arising that would reasonably suggest the TMD is no longer appropriate. This may include (but is not limited to): <ul style="list-style-type: none">• a material change to the design or distribution of the product, including related documentation;• occurrence of a significant dealing;• 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;• 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;• significant changes in metrics, including, but not limited to:<ul style="list-style-type: none">○ A material increase in the number of complaints in relation to a product or aspect of a product; and○ an increase in early termination of the product; and○ any other event occurs, or information is received that reasonably suggests this TMD is no longer appropriate.

4. Reporting and monitoring this target market determination

Bendigo Bank's third-party distributors who are regulated persons will need to collect, keep and report the following information to Bendigo Bank

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