

# Target Market Determination

## For Up Saver Account

UPSAV

### Product

This target market determination (TMD) applies to the Up Saver Account.

### Issuer

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

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

15 June 2022.

## 1. Target market for this product

### Target Market

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

- want a fully digital savings account for personal or domestic purposes;
- want the ability to set a saving target;
- want to earn interest on their savings;
- want a saving account linked to their Up Everyday Account for round ups and savings to be transferred to;
- want the ability to make and receive payments frequently through one of the payment methods offered in connection with the savings account; and
- want the saving account automatically converted to an offset account to reduce the interest charges on their linked Up Home Loan.

### Product Description

An Up Saver Account is a low-cost fully digital savings account that allows a retail client to set savings targets and sweep funds and round up amounts from regular transactions to the savings account. Retail clients can also make and receive payments through payment facilities offered in connection with the account (including electronic transfers available through the Up App). There is no cheque or bank branch access for this account. This means retail clients cannot make cash or other withdrawals from the account in a bank branch except by using the Up App.

An Up Saver Account will automatically convert to an offset account as a linked account when an Up Home Loan is acquired. Balances in an Up Saver account linked to an Up home loan reduces the amount of interest paid on the home loan account, but will cease to earn interest.

### 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 individuals aged 16 years or older and hold an Up Everyday Account.
Access funds on demand	Retail clients can access their funds, and make and receive payments, through electronic payments methods on demand. Funds can only be electronically deposited into the account via the Up Everyday account.



Attribute	Appropriate for
	This product may not be suitable for retail clients who want a transaction account with cheque access.
Fully digital savings account (when not an offset account)	Retail clients who want a fully digital savings account. The Up Saver Account can only be accessed through the Up App. This product may not be suitable for retail clients who want branch or face-to-face support. The savings account is used to sweep funds for a savings target or to sweep round-up amounts from transactions on the Up Everyday Account.
No monthly services fees	Retail clients who do not want to pay monthly service fees.
Earn interest on savings	Retail clients who want a low-risk product with a return on investment. The applicable interest rate is variable and may fluctuate over time.
Overdrawing account not permitted	Retail clients who do not want an overdraft facility on their account. If the account becomes overdrawn for any reason, fees and interest on the overdrawn amount may be charged.
Up App	Retail clients who want to access their account, perform transactions and have access to other features and benefits related to their account (e.g. ability to track spending) through an App on their mobile phone or other device.
Offset account	Retail clients who have an Up Home Loan and want to offset the balance from their saver account to reduce the amount of interest paid on the home loan account. The Saver account will automatically convert to an offset. Any Up Saver account linked to the home loan will cease to earn interest. This product may not be suitable for customers who want to nominate account as an offset account.

## 2. How this product is to be distributed

Bendigo and Adelaide 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>Online through the Up App available on Apple and Android App stores.</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 are individuals and meet Bendigo and Adelaide Bank's minimum eligibility criteria for the product should submit an application for this product;</li> <li>This product can only be issued to retail clients after applying Bendigo and Adelaide Bank's application and assessment processes; and</li> <li>This product can only be issued (or arranged to be issued) by persons who are trained and accredited.</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.



**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):

- 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:
  - a material increase in the number of complaints in relation to a product or aspect of a product;
  - 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 and Adelaide Bank as distributor will collect, keep and report the following information:

Type	Description of information	Frequency of reporting
Complaints	Customer complaints made in relation to this product. This includes: <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>	<b>Reporting period:</b> Monthly <b>When does the regulated person have to report:</b> Within 10 business days of the end of the reporting period.
Sales data	Sales and customer data in relation to this product.	<b>Reporting period:</b> Monthly <b>When does the regulated person have to report:</b> Within 10 business days of the end of the reporting period.
Significant dealings	The following information: <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>	<b>When does the regulated person have to report:</b> Within 10 business days of the distributor becoming aware of the dealing.