

Target Market Determination (TMD).

This TMD is issued by BankSA - A Division of Westpac Banking Corporation ABN 33 007 457 141

Product: This TMD applies to:

- Term Deposit

Effective date: 17 June 2022

Target market class of consumers.

Product description and key attributes.

A fixed term deposit account that pays a guaranteed rate of return.

The key product attributes (including the key eligibility requirements) to acquire this product:

Attributes:

- Fixed interest rate for the term. Early withdrawal available, fees or penalties may apply;
- Choice of terms and interest payment frequencies.

Eligibility:

- Available for customers of all ages;
- Account holders under the age of 14 require a parent or guardian as an authorised signatory;
- All account holders of joint accounts must be 14 years old or over;
- Minimum and maximum deposit amounts apply.

Class of consumers.

This product is designed for a class of consumers whose likely needs, objectives and financial situation (as set out below) are aligned with the product and the product's key attributes. This product is for those who:

- Wish to invest a specific amount for a fixed term at a fixed rate of interest and who do not have a need to access their funds during the term.

Needs, objectives and financial situation.

This product is designed for consumers who:

- Want to have a low-risk investment with a guaranteed return;
- Need to invest a minimum fixed amount, for a fixed term, at a fixed rate;
- Do not need to immediately access funds during the term;
- May want to use term deposits as security;
- Have the ability to meet fees and charges that may apply.

Alignment to target market.

This product is likely to be consistent with the likely objectives, financial situation and needs of the class of consumers in the target market. This is based on an assessment of the key terms, features and attributes of the product and a determination that these are consistent with the identified class of consumers.

Distribution conditions and restrictions.

Distribution channels.

This product is designed to be sold via the following means:

- In branch via the personal and no advice models;
- Through our relationship managers via the personal and no advice models;
- By calling us via the personal or no advice models;
- Online through relevant websites and mobile apps via the no advice or general advice models.

Distribution conditions and restrictions.

This product should only be distributed under the following circumstances:

- If a consumer meets the eligibility criteria for this product;
- The applicable advice models are adhered to for this product per distribution channel;
- All sales staff in each channel must be appropriately accredited to sell this product.

Appropriateness of distribution conditions and restrictions.

We have assessed that the distribution conditions and restrictions will make it likely that consumers who acquire the product are in the target market. We consider that the distribution conditions and restrictions are appropriate and will direct distribution towards the class of consumer for whom the product has been designed.

TMD reviews.

We will review this TMD in accordance with the below:

Initial review	Within 1 year(s) of the effective date.
Periodic reviews	At least every 3 year(s) from the last review.
Review triggers	<p>The review triggers (which reasonably suggest the TMD is no longer appropriate) that may result in an earlier review of the TMD include material changes to the design or distribution of the product including related documentation, material changes in law or taxation policy that may affect the operation of the product, and:</p> <ul style="list-style-type: none">• Significant changes in metrics. These include complaints, account activity and balance levels, and closed account volumes;• Distribution conditions found to be inadequate;• Occurrence of a significant dealing.

Distribution information.

We will collect the following information from our distributors directly or indirectly in relation to this TMD.

Complaints	Distributors will report all complaints in relation to the product(s) covered by this TMD on a monthly basis. This will include written details of the complaints.
Significant dealings	Distributors will report if they become aware of a significant dealing in relation to this TMD that is inconsistent with the TMD within 10 business days.