

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:

- Unsecured Personal Overdraft

Effective date: 5 October 2021

Target market class of consumers.

Product description and key attributes.

This product is an unsecured, ongoing credit facility attached to a transaction account. Consumers can access funds up to the agreed overdraft limit. Interest is charged on the amount of the overdraft facility used by the customer. Account fees and charges apply.

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

Key product attributes:

- An ongoing overdraft facility
- Access to the overdraft facility via a transaction account

Key eligibility:

- 18 years or over
- Meet credit criteria
- Have a transaction account that can be linked to the arranged overdraft

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:

- Are looking for a product that offers on-going access to credit to help them manage cash-flow and meet payments that would otherwise have been declined due to lack of funds in the transaction account

Needs, objectives and financial situation.

This product is designed for consumers who:

- Have inconsistent cashflow and who need to cover short-term cashflow shortfalls
- Can meet repayments, fees and charges

This product is not designed for consumers who:

- Are seeking to refinance/consolidate debts
- Have a once off need for credit to cover a large purchase

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:

- Online through relevant websites, mobile apps and online banking
- In branch
- By calling us

- Through our relationship managers

Distribution conditions and restrictions.

This product should only be distributed under the following circumstances:

- If a consumer meets the eligibility criteria for this product;
- If a consumer meets the credit criteria for this product
- If staff are accredited to sell overdrafts (non-digital channels)

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:<ul style="list-style-type: none">- complaints pertaining to fees, interest rates and sales conduct- usage rates – where customers are not using the facility;• 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.