

Target Market Determination (TMD)

This TMD is issued by St.George Bank - A Division of Westpac Banking Corporation ABN 33 007 457 141

Product: This TMD applies to:

- St.George Investment Cash Account
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Effective date: 3 August 2023

Target market class of consumers

Product description and key attributes

The Investment Cash Account is a bank account that offers a variable interest rate, with easy access to funds. It can be used to make deposit and withdrawals through a variety of channels for individuals and Self-Managed Superannuation Funds (SMSF).

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

Key product attributes:

- Access to funds at any time through a variety of channels (e.g. Internet and Phone Banking, branch, and debit card);
- Variable interest rates may apply and credit interest paid monthly;
- No minimum opening balance required.

Key eligibility requirements:

For individuals:

- Aged 18 years of age or over (for all signatories);
- Have an Australian residential address.

For an SMSF:

- Be a registered Self-Managed Superannuation Fund (SMSF);
- Aged 18 years or over (for all signatories);
- Have an Australian residential address.

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 individuals or SMSF customers who want a bank account with easy access to funds through a variety of channels, while earning variable interest.

Needs, objectives and financial situation

This product is designed for consumers who:

- Want access to funds through a variety of channels (e.g. Internet and Phone Banking, branch, and debit card);

- Want to earn a variable interest rate on an account balance;
- Are likely to have funds available to deposit, withdraw and may have spare funds to earn interest.

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:

- Through Relationship Managers under a personal advice or no advice (factual information only) model.

Distribution conditions and restrictions

This product should only be distributed under the following circumstances:

- If a consumer meets the eligibility criteria for this product;
- Through Relationship Managers who:
 - are required to be trained to meet role-based accreditation requirements;
 - are able to discuss the product features, eligibility requirements, fees and charges including key differences from other relevant deposit products we offer;
 - have access to tools and resources such as product information;
 - are required to follow the policies, procedures and systems including in relation to eligibility criteria.
- All distribution channels are subject to appropriate controls and/or monitoring.

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 is 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 2 years of the effective date.
Periodic reviews	At least every 2 years 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, or:</p> <ul style="list-style-type: none">• Significant changes in metrics. These include complaints (e.g. relating to key product attributes, product suitability and sales conduct) and account closure volumes;• Distribution conditions found to be inadequate;• Any direction from ASIC which requires us to cease distribution of the product;• 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 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.