

Target Market Determination

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| Product | Bank Account - Club Account |
| Issuer | The Capricornian Ltd ABN/ACN 54 087 650 940 Australian Financial Service Licence / Australian Credit Licence 246780 |
| Date of TMD | 3 January 2023 |
| Target Market | <p>Description of Target Market</p> <p>Not-for-profit Clubs and Associations who:</p> <ul style="list-style-type: none"> • Are based in Australia; • Need a transactional banking account to conveniently manage their funds and facilitate payments; • Need a low or no fee account even if that means fewer features; and • Is currently or wishes to become a shareholding member of The Capricornian Ltd. <p>Description of product, including key attributes</p> <p>This is a Club Account and the key features of this product are:</p> <ul style="list-style-type: none"> • No minimum deposit • Interest calculated daily, paid monthly • Internet Banking • Banking App • Telephone Banking • Cheque Book access • Branch Transactions • BPAY • Osko/NPP • Direct Credits • Direct Debits \$0.30 • First account free (subsequent accounts \$6.00 per month) |

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| Distribution Conditions | <p>Distribution conditions</p> <p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> • Branches • Call Centre • Online <p>Distribution conditions for this product include:</p> <ul style="list-style-type: none"> • Ensuring that retail clients meet the eligibility requirements for the product • Ensuring that distribution through branches, and call centres is by appropriately trained staff <p>There are no other distributors for this product.</p> |
| Review Triggers | <p>The review triggers that would reasonably suggest that the TMD is no longer appropriate include:</p> <ul style="list-style-type: none"> • A significant dealing of the product to members outside the target market occurs; • A significant number of complaints is received from customers in relation to their use of the product that reasonably suggests that the TMD is no longer appropriate; or • A material change to the product or the terms and conditions of the product occurs which would cause the TMD to no longer be appropriate. <p>The Product Governance Framework includes regular consideration of whether there has been a review trigger following each distribution information report. That consideration is by reference to paragraphs 154 to 156 of RG 274.</p> |
| Review Periods | <p>First review date: 30 June 2023</p> <p>Periodic reviews: After initial review, subsequent reviews are annually.</p> |

**Distribution
Reporting
Requirements**

The Capricornian Ltd's Club Account is not distributed by Third Parties. The Capricornian Ltd as the issuer and distributor of the this product will ensure that the following information is regularly monitored, reviewed and reported in relation to distribution conduct for this product:

| Type of information | Description | Reporting period |
|---------------------------------|---|--|
| Significant dealing(s) | Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD) | As soon as practicable, and in any case within 10 business days after becoming aware |
| Complaints | Number of complaints | Every 3 months |
| Sales outside the target market | Number of sales \$ value of sales | Every 3 months |
| Sales inside the target market | Number of sales \$ value of sales | Every 3 months |