

## Target Market Determination

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| <b>Product</b>                 | <b>Bank Account - Club Account</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| <b>Issuer</b>                  | <p>The Capricornian Ltd trading as The Capricornian Bank</p> <p>ABN/ACN 54 087 650 940</p> <p>Australian Financial Service Licence / Australian Credit Licence 246780</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| <b>Date of TMD</b>             | 30 June 2025                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| <b>Target Market</b>           | <p><b>Description of Target Market</b></p> <p>Not-for-profit Clubs and Associations who:</p> <ul style="list-style-type: none"> <li>• Are based in Australia;</li> <li>• Need a transactional banking account to conveniently manage their funds and facilitate payments;</li> <li>• Need a low or no fee account even if that means fewer features; and</li> <li>• Is currently or wishes to become a shareholding member of The Capricornian Ltd.</li> </ul> <p><b>Description of product, including key attributes</b></p> <p>This is a Club Account and the key features of this product are:</p> <ul style="list-style-type: none"> <li>• No minimum deposit</li> <li>• Interest calculated daily, paid monthly</li> <li>• Internet Banking</li> <li>• Banking App</li> <li>• Branch Transactions</li> <li>• BPAY</li> <li>• Osko/NPP</li> <li>• Direct Credits</li> </ul> <p><b>Classes of consumers for whom the product is clearly unsuitable</b></p> <p>This product is not suitable for Members and future Members who:</p> <ul style="list-style-type: none"> <li>• Seek an account for personal use;</li> <li>• Are not willing to become a shareholding member of TCL</li> </ul> |
| <b>Distribution Conditions</b> | <p><b>Distribution conditions</b></p> <p>This product is distributed by the issuer through the following channels:</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |

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|                               | <ul style="list-style-type: none"> <li>• Branches</li> <li>• Call Centre</li> </ul> <p><b>Distribution conditions for this product include:</b></p> <ul style="list-style-type: none"> <li>• Ensuring that retail clients meet the eligibility requirements for the product</li> <li>• Ensuring that distribution through branches, and call centres is by appropriately trained staff</li> </ul> <p>There are no other distributors for this product.</p>                                                                                                                                                                                                                                                                                                                                                                      |
| <p><b>Review Triggers</b></p> | <p>The review triggers that would reasonably suggest that the TMD is no longer appropriate include:</p> <ul style="list-style-type: none"> <li>• A significant dealing of the product to members outside the target market occurs;</li> <li>• 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</li> <li>• 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.</li> </ul> <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> |
| <p><b>Review Periods</b></p>  | <p><b>First review date:</b> Within twelve (12) months of the effective date. <b>Periodic reviews:</b> After initial review, subsequent reviews are on an annual basis.</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 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 (e.g. 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                                                                                                                     | Annually                                                                             |
| Sales outside the target market | Number of sales                                                                                                                          | Annually                                                                             |
| Sales inside the target market  | Number of sales                                                                                                                          | Annually                                                                             |

| Date       | Version | Nature/Purpose of Review/Amendment                                                     | Reviewer              |
|------------|---------|----------------------------------------------------------------------------------------|-----------------------|
| 30/06/2025 | V1.01   | Annual Review                                                                          | Product & CDR Officer |
| 09/06/2026 | V1.02   | Adjustment from Quarterly Reviews to Annual Reviews & Removal of \$ of Sales Reporting | Product & CDR Officer |
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