

## Target Market Determination

<b>Product</b>	<b>Bank Account - Business Access Account</b>
<b>Issuer</b>	The Capricornian Ltd ABN/ACN 54 087 650 940 Australian Financial Service Licence / Australian Credit Licence 246780
<b>Date of TMD</b>	28 September 2021
<b>Target Market</b>	<p><b>Description of Target Market</b></p> <p>Retail clients who:</p> <ul style="list-style-type: none"> <li>• Lives in Central Queensland (SA4);</li> <li>• Needs a transactional business banking account to conveniently manage their funds and facilitate payments;</li> <li>• Needs 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 Business Access Account and the key features of this product are:</p> <ul style="list-style-type: none"> <li>• No minimum deposit</li> <li>• Card Access</li> <li>• Internet Banking</li> <li>• Banking App</li> <li>• Telephone Banking</li> <li>• Cheque Book access</li> <li>• Branch transactions (Cheque deposits \$0.30, Staff assisted external funds transfer \$3.00 and BPAY \$3.00)</li> <li>• BPAY</li> <li>• Osko/NPP</li> <li>• Direct Credits</li> <li>• Direct Debits</li> <li>• First account free where minimum deposit/lending balance of \$20,000 is held within the membership (subsequent accounts \$10.00 per month)</li> <li>• EFTPOS incl declined transactions \$0.70</li> <li>• Visa debit cash advance (where credit option is selected for cash out/cash out and purchase transaction) \$0.70</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> <ul style="list-style-type: none"> <li>• Branches</li> <li>• Call Centre</li> <li>• Online</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>						
<b>Review Triggers</b>	<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 consumers outside the target market occurs;</li> <li>• A significant number of complaints is received from members 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>						
<b>Review Periods</b>	<p><b>First review date:</b> 30 April 2022</p> <p><b>Periodic reviews:</b> After initial review, subsequent reviews are annually.</p>						
<b>Distribution Reporting Requirements</b>	<p>The Capricornian Ltd's Business Access 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:</p> <table border="1" data-bbox="440 1684 1439 2033"> <thead> <tr> <th data-bbox="440 1684 810 1742">Type of information</th> <th data-bbox="810 1684 1123 1742">Description</th> <th data-bbox="1123 1684 1439 1742">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="440 1742 810 2033">Significant dealing(s)</td> <td data-bbox="810 1742 1123 2033">Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not</td> <td data-bbox="1123 1742 1439 2033">As soon as practicable, and in any case within 10 business days after becoming aware</td> </tr> </tbody> </table>	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	As soon as practicable, and in any case within 10 business days after becoming aware
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		consistent with the TMD)	
	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