

## Target Market Determination

<b>Product</b>	<p><b>Bank Account - 12 or 24 Month Term Deposit</b></p> <p><b>Interest Paid at Maturity</b></p>
<b>Issuer</b>	<p>The Capricornian Ltd</p> <p>ABN/ACN 54 087 650 940</p> <p>Australian Financial Service Licence / Australian Credit Licence 246780</p>
<b>Date of TMD</b>	<p>28 September 2021</p>
<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 an account offering higher returns if that means restrictions on access to the funds;</li> <li>• Needs the certainty of a fixed rate of interest on their savings;</li> <li>• Do not intend to withdraw funds prior to maturity of the deposit;</li> <li>• Need to maximise the interest rate payable and will accept interest at maturity; 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 term deposit and the key features of this product are:</p> <ul style="list-style-type: none"> <li>• Fixed interest rates for the selected term</li> <li>• Minimum deposits \$5,000</li> <li>• 12 or 24 month term</li> <li>• Interest calculated daily</li> <li>• Interest paid on maturity</li> <li>• Automatic roll over available</li> <li>• No notice withdrawal - the penalty applied to an early redemption of a Fixed Term Deposit is 30 days interest on the redeeming portion of the deposit.</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 purchase or 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 Term Deposits are 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 1624 1437 2067"> <thead> <tr> <th data-bbox="440 1624 807 1686">Type of information</th> <th data-bbox="807 1624 1121 1686">Description</th> <th data-bbox="1121 1624 1437 1686">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="440 1686 807 2067">Significant dealing(s)</td> <td data-bbox="807 1686 1121 2067">Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD)</td> <td data-bbox="1121 1686 1437 2067">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 consistent with the TMD)	As soon as practicable, and in any case within 10 business days after becoming aware
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	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