

# Target Market Determination

## Deposit accounts

<b>Product</b>	Business Term Deposits
<b>Issuer</b>	Community First Credit Union Limited ABN 80087649938   Operating as Community First Bank   AFSL and Australian credit licence 231204
<b>Date of TMD</b>	11 December 2023
<b>Target Market</b>	<p><b><i>Description of target market</i></b></p> <p>Business clients who:</p> <ul style="list-style-type: none"> <li>• need the certainty of a fixed rate of interest on their savings</li> <li>• do not need the ability to withdraw funds at call prior to maturity of the deposit</li> <li>• prefers payment of interest in full upon maturity or annually if longer than 12 months</li> </ul> <p><b><i>Description of product, including key attributes</i></b></p> <p>This is a Business 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>• invest from \$100,000</li> <li>• terms available from 1 month up to 3 years</li> <li>• interest paid on maturity or annually if term is longer than 12 months</li> </ul> <p>automatic rollover available</p>
<b>Distribution Conditions</b>	<p><b><i>Distribution conditions</i></b></p> <p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> <li>• Treasury team</li> <li>• Third party agreements</li> </ul> <p>Distribution conditions for this product include:</p> <ul style="list-style-type: none"> <li>• ensuring that clients meet the eligibility requirements for the product</li> <li>• ensuring that distribution 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 are:</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 customers in relation to their purchase or use of the product that reasonably suggests that the TMD is no longer appropriate;</li> </ul>

- 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;
- Material change to fees or interest rates
- Material changes to withdrawal or transaction methods
- 5% or more of members aren't businesses

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.

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**Review Periods**      **First review date:** Annually in November  
**Periodic reviews:** Everyday year after the initial and each subsequent review.

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**Distribution Information Reporting Requirements**      The following information must be provided to Community First Credit Union by distributors who engage in retail product distribution conduct in relation to this product:

Type of information	Description	Reporting period
Complaints	Number of complaints	As soon as practicable, and in any case within 10 business days after becoming aware
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)	
Sales <b>outside</b> the target market	Number of sales \$ value of sales	