

## ANZ BUSINESS OFFSET

### TARGET MARKET DETERMINATION

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#### PURPOSE OF THIS DOCUMENT

This target market determination is made by ANZ under section 994B of the *Corporations Act 2001* (Cth). Its purpose is to describe who this product has been designed for, conditions under which the product must be distributed and how this document will be monitored for ongoing appropriateness.

#### TARGET MARKET

ANZ Business Offset has been designed for customers who:	Key attributes of ANZ Business Offset that make the product appropriate for the target market:
<ul style="list-style-type: none"><li>• Are running a business (whether or not for profit);</li></ul>	<ul style="list-style-type: none"><li>• <b>Eligibility:</b> ANZ Business Offset is only available for business purposes.</li></ul>
<ul style="list-style-type: none"><li>• Have or are applying for an eligible ANZ Business Loan and want to reduce the amount of interest payable in respect of the loan by keeping an amount on deposit with ANZ;</li></ul>	<ul style="list-style-type: none"><li>• <b>Operation:</b> While the account is linked to an eligible ANZ Business Loan, the balance in the account is taken into account in the calculation of interest on the loan.</li><li>• <b>Linked Account:</b> Must be linked to an eligible ANZ Business Loan.</li></ul>
<ul style="list-style-type: none"><li>• Have or expect to have sufficient funds to meet the minimum account balance threshold to offset interest against the loan from time to time;</li></ul>	<ul style="list-style-type: none"><li>• <b>Minimum balance:</b> A minimum balance must be maintained for offset to apply.</li></ul>
<ul style="list-style-type: none"><li>• Require access to their funds on demand; and</li></ul>	<ul style="list-style-type: none"><li>• <b>Access:</b> Allows customers to access funds on demand.</li></ul>
<ul style="list-style-type: none"><li>• Are willing to accept applicable fees.</li></ul>	<ul style="list-style-type: none"><li>• <b>Fees:</b> A fixed monthly fee applies.</li><li>• <b>Transaction Fee:</b> Transaction fees apply on transactions over a certain free monthly limit.</li></ul>

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## DISTRIBUTION CONDITIONS

ANZ applies the following conditions and restrictions to the distribution of ANZ Business Offset so that the product is likely to be provided to customers in the target market.

	Condition	Why do we do this?
<b>Channel</b>	<p>ANZ Business Offset can only be provided to customers through the following channels:</p> <ul style="list-style-type: none"> <li>• ANZ Commercial;</li> <li>• ANZ National Business Centre; and</li> <li>• ANZ Private.</li> </ul> <p>ANZ Business Offset cannot be distributed by third parties. Brokers may refer customers to ANZ, however only authorised ANZ staff may decide to issue the product to a customer.</p>	<p>So that ANZ only considers providing ANZ Business Offset if the customer's application is received through channels that are subject to appropriate conditions, controls and/or monitoring by ANZ.</p>
<b>Training &amp; Accreditation</b>	<p>ANZ Business Offset can only be provided to customers by ANZ directly or through the following persons:</p> <ul style="list-style-type: none"> <li>• Authorised ANZ staff who are accredited and trained.</li> </ul>	<p>So that:</p> <ul style="list-style-type: none"> <li>• checks are conducted on matters like qualifications and past conduct for ANZ staff involved in the distribution of ANZ products; and</li> <li>• ANZ staff responsible for providing products understand the distribution process they are required to comply with when distributing ANZ products, as well as the legislative framework relevant to their activities.</li> </ul>
<b>Process</b>	<p>ANZ Business Offset can only be provided to customers by following ANZ's customer application and product selection process, including making relevant enquiries into the customer's product needs.</p>	<p>So that enquiries are made to determine whether the product meets the likely needs, financial situation and objectives of the customer.</p>

## REVIEW THE TARGET MARKET DETERMINATION (TMD)

ANZ will review the TMD periodically to ensure it remains appropriate.

Periodic Reviews of the TMD	Timing
<ul style="list-style-type: none"><li>Initial review</li></ul>	<ul style="list-style-type: none"><li>No later than 18 months from the date the TMD is made.</li></ul>
<ul style="list-style-type: none"><li>Subsequent ongoing review</li></ul>	<ul style="list-style-type: none"><li>No later than 18 months from the date of the previous review.</li></ul>

### Review Triggers

In addition, ANZ will review this document earlier if one or more of the following occurs, where they reasonably suggest that the TMD is no longer appropriate:

- There is a material change to the product or its distribution.
- There is a change in law or its application, a change in relevant industry code, an AFCA determination, a court decision, or ASIC or other regulatory guidance that materially affects the product.
- There is a significant increase beyond expected levels in complaints or disputes, or a significant change in the nature of complaints or disputes relating to the product.
- ANZ has information about the way in which the product is being distributed, operating or being used by customers that reasonably suggests the TMD is no longer appropriate.
- Any other event occurs or information is received (for example, significant dealings in the product that are not consistent with the TMD) that reasonably suggests the TMD is no longer appropriate.

## REPORTING

Regulated persons must provide the following information to ANZ:

Category	Description	Reporting period	Reporting timeframe
Complaints	<ul style="list-style-type: none"><li>Whether any complaints relating to the product were received during the reporting period; and</li><li>If so:<ul style="list-style-type: none"><li>the number of complaints received during the reporting period; and</li><li>the substance of those complaints and any general feedback relating to the product or its performance.</li></ul></li></ul>	Every calendar quarter.	As soon as practicable and in any case within 10 business days of the relevant reporting period.

## IMPORTANT INFORMATION

This target market determination is not a recommendation, opinion or advice that any person acquire the product or is within the target market for the product. It does not summarise the terms or risks of the product and is not an offer of, or invitation to apply for, the product to any person in Australia or elsewhere. It does not set out all obligations of regulated persons in relation to the product or this target market determination. Go to <https://www.anz.com.au/support/rates-fees-terms/target-market-determinations> for more information about target market determinations. Contact ANZ for information about the product.