

ANZ TERM DEPOSIT (FOR BUSINESS PURPOSES)

TARGET MARKET DETERMINATION

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 Term Deposit (for business purposes) has been designed for customers who: | Key attributes of ANZ Term Deposit (for business purposes) that make the product appropriate for the target market: |
|---|---|
| <ul style="list-style-type: none">• Are running a business (whether or not for profit); | <ul style="list-style-type: none">• Eligibility: ANZ Term Deposit (for business purposes) is only available for business purposes. |
| <ul style="list-style-type: none">• Have funds in excess of the minimum deposit amount on which they want to earn a fixed rate of interest (subject to market rates); | <ul style="list-style-type: none">• Minimum deposit: a minimum deposit amount is required.• Interest: Interest is payable on deposited funds at an agreed rate and agreed frequency (which is fixed during the term of the deposit). |
| <ul style="list-style-type: none">• Are willing to put their funds on deposit for a specified minimum term; and | <ul style="list-style-type: none">• Term: Funds are held for an agreed term.• Rollover: Customers can elect for deposited funds to be repaid or reinvested at maturity. In some cases, funds may be automatically reinvested at maturity. |
| <ul style="list-style-type: none">• Do not require access to their funds on demand, but may want access to the funds prior to the end of the specified term. | <ul style="list-style-type: none">• Early withdrawal: Customers may withdraw funds before the end of the agreed term on notice and these requests are generally processed on the same day or next business day. Early withdrawal may incur an administration fee and results in a reduction in interest payable in respect of the withdrawn funds. |

DISTRIBUTION CONDITIONS

ANZ applies the following conditions and restrictions to the distribution of ANZ Term Deposit (for business purposes) so that the product is likely to be provided to customers in the target market.

| | Condition | Why do we do this? |
|-------------------------------------|---|--|
| Channel | <p>ANZ Term Deposit (for business purposes) can only be provided to customers through the following channels:</p> <p>ANZ Commercial;</p> <p>ANZ National Business Centre;</p> <p>ANZ Branches; and</p> <p>ANZ Private.</p> <p>ANZ Term Deposit (for business purposes) 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 Term Deposit (for business purposes) if the customer's application is received through channels that are subject to appropriate conditions, controls and/or monitoring by ANZ.</p> |
| Training & Accreditation | <p>ANZ Term Deposit (for business purposes) can only be provided to customers by ANZ directly or through the following persons:</p> <ul style="list-style-type: none"> • Authorised ANZ staff who are accredited and trained. | <p>So that:</p> <ul style="list-style-type: none"> • checks are conducted on matters like qualifications and past conduct for ANZ staff involved in the distribution of ANZ products; and • 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. |
| Process | <p>ANZ Term Deposit (for business purposes) 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"> • Initial review | <ul style="list-style-type: none"> • No later than 18 months from the date the TMD is made. |
| <ul style="list-style-type: none"> • Subsequent ongoing review | <ul style="list-style-type: none"> • No later than 18 months from the date of the previous review. |

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 (including APRA requirements) 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">• Whether any complaints relating to the product were received during the reporting period; and• If so:<ul style="list-style-type: none">- the number of complaints received during the reporting period; and- the substance of those complaints and any general feedback relating to the product or its performance. | 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.