

ANZ CORPORATE TERM DEPOSIT

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 Corporate Term Deposit has been designed for customers who:	Key attributes of ANZ Corporate Term Deposit that make the product appropriate for the target market:
<ul style="list-style-type: none">• are carrying on a business;	<ul style="list-style-type: none">• Eligibility: available for business customers.
<ul style="list-style-type: none">• hold funds in excess of the minimum deposit amount on which they wish to earn an interest return at a fixed rate (subject to market rates);	<ul style="list-style-type: none">• Minimum deposit: a minimum deposit is required and must be maintained unless the account is closed.• 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">• do not need to access the relevant funds on demand; and	<ul style="list-style-type: none">• Access to funds: funds are held for an agreed term. Early withdrawal will result in a reduction in interest payable in respect of the withdrawn funds.• Options at maturity: customers can elect for deposited funds to be repaid or reinvested at maturity.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">• have sophisticated needs that can be best met by banking products and services offered by ANZ's Institutional Division.	<ul style="list-style-type: none">• Compatible channels: compatible with channels and/or additional services offered by ANZ's Institutional Division.

DISTRIBUTION CONDITIONS

ANZ applies the following conditions and restrictions to the distribution of ANZ Corporate Term Deposit so that it is reasonably likely to be issued to customers in the target market.

	Condition	Why do we do this?
Channel	<p>ANZ Corporate Term Deposit can only be issued to a customer through the following distribution channels:</p> <ul style="list-style-type: none"> • ANZ Commercial; and • ANZ Institutional. <p>ANZ Corporate Term Deposit cannot be distributed by third parties.</p>	<p>So that ANZ only issues ANZ Corporate Term Deposit to a customer if it receives the customer's application for the account through channels that are subject to appropriate conditions, controls and/or monitoring by ANZ.</p>
Training & Accreditation	<p>ANZ Corporate Term Deposit can only be issued to customers through the following persons:</p> <ul style="list-style-type: none"> • authorised ANZ staff. 	<p>So that:</p> <ul style="list-style-type: none"> • checks are conducted on matters such as qualifications and past conduct for ANZ staff involved in the distribution of ANZ products; and • ANZ staff responsible for issuing 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 Corporate Term Deposit can only be issued to customers by:</p> <ul style="list-style-type: none"> • following ANZ's customer application and assessment process, including making relevant inquiries into the customer's product needs. 	<p>So that inquiries are made to determine whether the product meets the 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 factors 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 or 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 (e.g. significant dealings in the product that are not consistent with this 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; andIf so:<ul style="list-style-type: none">the number of complaints received during the reporting period; andthe 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. Click [here](#) or visit <https://www.anz.com.au/support/rates-fees-terms/target-market-determinations> for more information about target market determinations. Click [here](#) or visit <https://www.anz.com/institutional/solutions/> for information about ANZ Institutional products and solutions.