

## Target Market Determination – Bank Accounts

<b>Product</b>	<ul style="list-style-type: none"> <li>• Easy Everyday Accounts</li> <li>• Easy At Call Sub-Accounts</li> <li>• Christmas Club Accounts</li> <li>• Cash Management Accounts</li> <li>• Easy Achiever Accounts</li> <li>• Easy Unlimited Accounts</li> <li>• Easy Option Accounts</li> <li>• Mortgage Offset Accounts</li> <li>• Easynet Saver Accounts</li> <li>• Active/Youth Saver Accounts</li> <li>• 31 Day Notice Account</li> <li>• Term Deposits</li> </ul>
<b>Issuer</b>	South West Credit (SWC) ABN 44 087 651 705 AFSL/ACL 241258
<b>Date of TMD</b>	This TMD is effective from 5 <sup>th</sup> October 2021
	<p>This TMD is not, and should not be construed as a full summary of the products Terms and Conditions. Nor is it a substitute for the provision of financial advice.</p> <p>When deciding about the product, consumers should refer to the products Terms and Conditions and other promotional material available.</p>
<b>Target Market</b>	<p><b>Description of target market</b></p> <ul style="list-style-type: none"> <li>• <b>Easy Everyday Accounts:</b> Retail clients who need a transactional banking account to conveniently manage their funds and facilitate payments</li> <li>• <b>Easy At Call Sub-Accounts:</b> Retail clients can use this as a secondary savings account that can be used for any purpose but do not require Card Access</li> <li>• <b>Christmas Club:</b> Retail clients who want to save on a regular basis for Christmas and require limited access to their funds while earning some interest</li> <li>• <b>Cash Management Accounts:</b> Retail clients with excess funds that can earn extra interest while not being utilised.</li> <li>• <b>Easy Achiever Accounts:</b> For Retail clients this Special Purpose Savings account that rewards regular savings efforts with bonus interest</li> <li>• <b>Easy Unlimited Accounts:</b> Designed to be the main transaction account for Retail clients that are heavy 'debit card' transactors</li> <li>• <b>Easy Option Accounts:</b> Retail clients can use this fee free transaction account limited to in branch only. No card attached to this account</li> <li>• <b>Mortgage Offset Accounts:</b> Retail clients who want to reduce the amount of interest payable under a linked loan account so that the loan is repaid sooner and also a transaction account to conveniently manage their funds and facilitate payments</li> <li>• <b>Easynet Saver Accounts:</b> For Retail clients who want an interest return while maintaining everyday access to funds and who look for flexibility and convenience of online banking</li> <li>• <b>Active/Youth Saver Accounts:</b> Accounts for Retail clients up to 17 years of age who are looking for their first savings account - rewards regular savings efforts with bonus interest</li> </ul>

- **31 Day Notice Account:** Account for larger Retail clients that want to invest larger funds with a competitive rate
- **Term Deposit:** Designed for Retail clients who need a higher fixed return on their money, but do not the ability to withdraw funds at call.

***Description of product, including key attributes***

For the **Easy Everyday Accounts** the key features of this product are:

- Funds available at call
- Visa Debit Card
- Eftpos/Paywave/ ATM Transactions
- Internet Banking/APP/ PayID
- Branch Transactions
- BPAY
- Direct Entry/NPP/ PayID
- Cheque Book
- Can have Overdraft's attached
- no minimum deposit
- Non interest bearing account
- service and transaction fees will apply

For the **Easy At Call Sub-Accounts** the key features of this product are:

- Funds are at call
- 'Over the Counter' Cash Withdrawals only
- Internet Banking/APP
- Direct Entry/NPP/PayID
- BPAY
- no minimum deposit
- Non-interest bearing account
- transaction fees may apply

For the **Christmas Club Accounts** the key features of this product are:

- Interest Rate Calculated on the Minimum monthly balance and paid on the 31st October yearly
- Direct entry credits
- Branch Transactions available
- 3 month access window – available between 1<sup>st</sup> November and 31<sup>st</sup> January
- Encourages Saving
- Better alternative than post Christmas Credit Card shock
- variable interest rate
- withdrawal fees apply if withdrawn out of the period

For the **Cash Management Accounts** the key features of this product are:

- Funds are at call
- Interest (If Applicable) is calculated on the minimum daily balance and credited monthly
- Branch Transactions
- Internet Banking/APP/PayID
- Direct Entry
- Tiered Interest Rate applies
- Transactions fees may apply

For the **Easy Achiever Accounts** the key features of this product are:

- Interest/Bonus Interest is calculated on a Daily Balance and is credited at month end
- Bonus Interest is achieved if the member makes a deposit of \$50 per month and no withdrawals
- Branch Transactions
- Internet Banking/APP/PayID
- Funds Available at call
- Transaction fees may apply

For the **Easy Unlimited Accounts** the key features of this product are:

- Funds are available at call
- Visa Debit Card
- Eftpos/Paywave/ ATM Transactions
- Internet Banking/APP/PayID
- Branch Transactions
- BPAY
- Direct Entry/NPP
- Unlimited Card Transactions
- Service and transaction fees will apply

For the **Easy Option Accounts** the key features of this product are:

- Funds at call
- No monthly service fee
- No minimum balance
- Access to account via branch only
- Internet Banking/APP
- Withdrawal fees may apply

For the **Mortgage Offset Accounts** the key features of this product are:

- 100% offset of balance held against the eligible SWC loan account
- Access to the offset funds 24/7
- No minimum balance for the offset benefit to apply
- Only one offset account per membership
- Visa Card
- Internet Banking/APP
- Transaction fees may apply

For the **Easynet Saver Accounts** the key features of this product are:

- Funds are at call
- Interest (If Applicable) is calculated on the minimum monthly balance, and credited at quarter end
- Tiered interest Rate
- Internet Banking/APP
- Account can be opened via internet banking by the member
- In branch Withdrawal fees may apply

For the **Active/Youth Saver Accounts** the key features of this product are:

- Interest/Bonus Interest is calculated on a daily balance and credited at month end

	<ul style="list-style-type: none"> <li>• Member must make a deposit of \$5 per month and no withdrawals to receive bonus interest</li> <li>• Access to account via Branch</li> <li>• Gets Kids interested in saving at an early age.</li> <li>• Good Start in learning financial literacy</li> <li>• Under 17 are exempt from SWC Transaction and Service fees</li> </ul> <p>For the <b>31 Day Notice Account</b> the key features of this product are:</p> <ul style="list-style-type: none"> <li>• Interest Calculated daily and paid monthly on a Min Balance \$100,000.</li> <li>• Higher Interest Rate</li> <li>• 31 days notice is required to withdraw funds</li> <li>• Notice of withdrawal can be served at any time</li> <li>• No Fees</li> <li>• Deposits can be in branch or via Internet Banking/APP</li> <li>• Direct Credit</li> </ul> <p>For the <b>Term Deposits</b> the key features of this product are:</p> <ul style="list-style-type: none"> <li>• fixed interest rates for the selected term</li> <li>• Tiered interest rates for higher balances or longer terms</li> <li>• Interest is calculated on the full balance and paid either periodically or on maturity</li> <li>• Minimum \$5,000 – opening deposit</li> <li>• Terms range from 1 month to 2 years</li> <li>• Automatic roll over available</li> <li>• Early redemptions may attract penalties to the interest accrued.</li> <li>• Products eligibility criteria is subject to meeting the bank accounts criteria of South West Credit.</li> </ul>
<p><b>Distribution Conditions</b></p>	<p><b><i>There are no other distributors for these products</i></b></p> <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>• Branches</li> <li>• By telephone</li> <li>• Targeted Advertising</li> <li>• Website</li> </ul> <p>Distribution conditions for this product include:</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 branch is by appropriately trained staff</li> <li>• all website and targeted advertising will clearly note bank account product eligibility requirements.</li> </ul> <p>There are no other distributors for this product.</p> <p><b><i>Why the distribution conditions and restrictions will make it more likely that the consumers who acquire the product are in the target market</i></b></p> <p>The distribution conditions and restrictions will likely achieve this objective by reaching a broad range of eligible consumers in the target market via the noted distribution channels and eligibility requirements will be enforced in each distribution channel to ensure that only eligible customers can acquire the bank account products.</p>

<p><b>Review Triggers</b></p>	<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 and/or is no longer consistent with the likely objectives, financial situation and needs of consumers;</li> <li>• a significant number of complaints or negative feedback 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> <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> <p>Where a review trigger or event occurs, SWC will review this TMD within 10 business days after becoming aware of a trigger event.</p>
<p><b>Review Periods</b></p>	<p><b>First review date:</b> Initial Review</p> <p>SWC will undertake an initial review of this TMD within 1 year of the effective date</p> <p><b>Periodic reviews:</b></p> <p>SWC will undertake periodic review of this TMD at least every 2 years from the initial review and each subsequent review</p>

<b>Distribution Reporting Requirements</b>	The following information must be provided to/by South West Credit distributors who engage in retail product distribution conduct in relation to this product:		
	<b>Type of information</b>	<b>Description</b>	<b>Reporting period</b>
	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
	Complaints	Number and substance of complaints, including nil complaints	Every quarter
	Sales <b>outside</b> the target market	Number of sales \$ value of sales	Every quarter
	Sales <b>inside</b> the target market	Number of sales \$ value of sales	Every quarter
	Product performance and general feedback relating to the product	Description of positive and negative feedback	Half Yearly
	South West Credit is both the issuer and distributor of these products		
<b>Availability of the TMD</b>	This TMD is available to the public on request free of charge		