

## Target Market Determination

|                      |   |
|----------------------|---|
| <b>Product</b>       | <b>Bank Account - Student Access Account</b>  |
| <b>Issuer</b>        | The Capricornian Ltd<br>ABN/ACN 54 087 650 940<br>Australian Financial Services Licence / Australian Credit Licence 246780  |
| <b>Date of TMD</b>   | 28 May 2024   |
| <b>Target Market</b> | <p><b>Description of Target Market</b></p> <p>Retail clients who:</p> <ul style="list-style-type: none"> <li>• Is a student, apprentice or trainee aged between 17 and 25 years;</li> <li>• Reside in Australia;</li> <li>• Need a transactional banking account to conveniently manage their funds and facilitate payments;</li> <li>• Need a low or no fee account even if that means fewer features; and</li> <li>• Is currently or wishes to become a shareholding member of The Capricornian Ltd (if 18 years of older).</li> </ul> <p><b>Description of product, including key attributes</b></p> <p>This is a Student Access Account and the key features of this product are:</p> <ul style="list-style-type: none"> <li>• No minimum deposit</li> <li>• Card access</li> <li>• Internet Banking</li> <li>• Banking App</li> <li>• Telephone Banking</li> <li>• Branch Transactions</li> <li>• BPAY</li> <li>• Osko/NPP</li> <li>• Apple Pay</li> <li>• Google Pay</li> <li>• Direct Credits</li> <li>• Direct Debits</li> <li>• Overdraft facility available for approved applicants</li> <li>• First account free (subsequent accounts \$6.00 per month)</li> <li>• Free monthly services fees for members between the ages of 16 to 25</li> <li>• EFTPOS including declined transactions \$0.70</li> </ul> |

|                                |  |
|--------------------------------|--|
|                                | <ul style="list-style-type: none"> <li>• Visa Debit cash advance (where credit option is selected for cash out/cash out and purchase transaction) \$0.70</li> </ul>  |
| <b>Distribution Conditions</b> | <p><b>Distribution conditions</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>• Call Centre</li> <li>• Online</li> </ul> <p><b>Distribution conditions for this product include:</b></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 branches, and call centres 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 include:</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 members in relation to their use of the product that reasonably suggests that the TMD is no longer appropriate; or</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> |
| <b>Review Periods</b>          | <p><b>First review date:</b> 30 June 2023</p> <p><b>Periodic reviews:</b> After initial review, subsequent reviews are annually.</p>   |

**Distribution Reporting Requirements**

The Capricornian Ltd's Student Access Account is not distributed by Third Parties. The Capricornian Ltd as the issuer and distributor of the this product will ensure that the following information is regularly monitored, reviewed and reported in relation to distribution conduct for this product:

| Type of information                    | Description   | Reporting period   |
|--|---|--|
| <b>Significant dealing(s)</b>          | 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 |
| <b>Complaints</b>                      | Number of complaints  | Every 3 months   |
| <b>Sales outside the target market</b> | Number of sales<br>\$ value of sales  | Every 3 months   |
| <b>Sales inside the target market</b>  | Number of sales<br>\$ value of sales  | Every 3 months   |