

# School Term Deposit – 30 to 180 Days

## Target Market Determination

5 October 2021

<b>Issuer</b>	Victoria Teachers Limited, ABN 44 087 651 769, AFSL and Australian Credit Licence 240 960, trading as Bank First
<b>Target Market</b>	<p><b>Description of target market (including likely objectives, financial situation and needs of the consumer)</b></p> <p>Schools that:</p> <ul style="list-style-type: none"> <li>• need the certainty of a fixed rate of interest on their savings</li> <li>• do not need the ability to withdraw funds at call prior to maturity of the deposit</li> <li>• need to maximise the interest rate payable and will accept interest at maturity</li> </ul> <p><b>Description of product, including key attributes</b></p> <p>This is a School Term Deposit and the key features of this product are:</p> <ul style="list-style-type: none"> <li>• minimum deposit and balance \$5,000</li> <li>• fixed interest rate for the term</li> <li>• interest rate tiers</li> <li>• available terms are 30-90 days and 120-180 days</li> <li>• interest paid on maturity</li> <li>• automatic roll over available</li> <li>• internet banking (enquiry only)</li> <li>• banking app (enquiry only)</li> <li>• phone banking (enquiry only)</li> <li>• early withdrawal interest reduction applies</li> <li>• joint signatories</li> <li>• no account fees</li> </ul> <p><b>Classes of consumers for whom the product is unsuitable</b></p> <ul style="list-style-type: none"> <li>• non Schools (including Preschools)</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>• relationship officers</li> <li>• call centre</li> <li>• online</li> </ul> <p>Distribution conditions for this product include:</p> <ul style="list-style-type: none"> <li>• ensuring that retail customers meet the eligibility requirements for the product</li> <li>• ensuring that distribution through the above channels is by appropriately trained staff</li> </ul> <p>There are no other distributors for this product.</p> <p><b>Why the distribution conditions and restrictions will make it more likely that the consumers who acquire the product are in the target market</b></p> <p>School accounts issued by Bank First are simple, well understood, and suitable for the majority of Schools (excluding Preschools).</p> <p>The nature of the bank accounts issued by Bank First means that distribution through all of its usual channels will generally be appropriate.</p> <p>The distribution conditions will enable the product to reach consumers in the target market while providing relevant and sufficient information about the product through the distribution channels. Eligibility requirements are enforced in each distribution channel to ensure that only eligible consumers can acquire the product.</p>

<p><b>Review Triggers</b></p>	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate are:</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 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><b>Review Periods</b></p>	<p><b>First review date:</b> 30 September 2022</p> <p><b>Periodic reviews:</b> Every 2 years after the initial and each subsequent review</p>												
<p><b>Distribution Information Reporting Requirements</b></p>	<p>The following information must be provided to Bank First by distributors who engage in retail product distribution conduct in relation to this product:</p> <table border="1" data-bbox="379 517 1506 891"> <thead> <tr> <th data-bbox="379 517 628 591">Type of information</th> <th data-bbox="628 517 1190 591">Description</th> <th data-bbox="1190 517 1506 591">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="379 591 628 701">Complaints</td> <td data-bbox="628 591 1190 701">Number of complaints Summary of each complaint including nature of complaint, resolution undertaken and customer outcome</td> <td data-bbox="1190 591 1506 701">Every 3 months</td> </tr> <tr> <td data-bbox="379 701 628 795">Significant dealing(s)</td> <td data-bbox="628 701 1190 795">Date or date range of the significant dealing(s) and description of the significant dealing (e.g. why it is not consistent with the TMD)</td> <td data-bbox="1190 701 1506 795">As soon as practicable, and in any case within 10 business days after becoming aware</td> </tr> <tr> <td data-bbox="379 795 628 891">Schools who break their Term Deposit during the fixed term</td> <td data-bbox="628 795 1190 891">Number of Term Deposit breaks</td> <td data-bbox="1190 795 1506 891">Every 12 months</td> </tr> </tbody> </table>	Type of information	Description	Reporting period	Complaints	Number of complaints Summary of each complaint including nature of complaint, resolution undertaken and customer outcome	Every 3 months	Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing (e.g. why it is not consistent with the TMD)	As soon as practicable, and in any case within 10 business days after becoming aware	Schools who break their Term Deposit during the fixed term	Number of Term Deposit breaks	Every 12 months
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