

Farm Management Deposit Account – Term Deposit



Target Market Determination (TMD)

Issued by Suncorp-Metway Ltd ABN 66 010 831 722; Australian Credit Licence 229882; Australian Financial Services Licence 229882 (**Suncorp Bank**).

What is a Target Market Determination?

A Target Market Determination (**TMD**) is a determination that Suncorp Bank has made to:

- describe the class of customers this product has been designed for;
- specify product distribution conditions;
- specify review periods and triggers; and
- set out reporting requirements.

A TMD is not a product disclosure statement and is not a full summary of the product features or the terms of the product. It is not intended to be a customer disclosure document and does not take into account any customer's individual objectives, financial situation or needs.

If you are interested in acquiring this product, please carefully read the relevant Product Information Document (PID), terms and conditions and any Supplementary Product Information Documents we may issue before making a decision. This information is available on request.

What is a Farm Management Deposit Account – Term Deposit?

A Farm Management Deposit Account (FMDA) – Term Deposit is a fixed term investment for Primary Producers wishing to take advantage of the tax benefits available under the Farm Management Deposit Scheme (Scheme) administered by the Australian Taxation Office (ATO).

The FMDA Term Deposit allows customers to lock away an amount of money at a fixed interest rate for a nominated time period, providing a guaranteed source of credit interest from savings. For some customers and subject to eligibility criteria, a negotiated fixed interest rate may be applied to the standard fixed interest rate. Interest will be paid at maturity into a nominated transaction account. There are eligibility requirements and rules with respect to the Scheme which can be found at the ATO website: Farm management deposits/Australian Taxation Office (ato.gov.au).

During the fixed term:

- no deposits or withdrawals are permitted;
- upon maturity of the fixed term, your initial deposit and interest earned will be transferred automatically to your nominated account. These will appear as two separate transactions in your account.
- you can enquire on your account using telephone banking, internet banking or mobile banking. Transacting via these methods is not permitted.

What are the key attributes of a Farm Management Deposit Account – Term Deposit?

A Farm Management Deposit Account – Term Deposit has the following Key Attributes:

- a guaranteed rate of interest;
- flexibility to choose length of term;
- funds are locked away for the nominated term; and
- no ongoing monthly account keeping fees or Suncorp Bank transaction fees.

Who is the Target Market for a Farm Management Deposit Account – Term Deposit?

To be within the Target Market, a customer must meet all criteria outlined below.

Section 1 - Type of Customer	<p>An individual Primary Producer who is:</p> <ul style="list-style-type: none"> – a personal customer; – a non-personal customer <p style="text-align: right;">These types of customers can only open a sole account.</p>
Section 2 - Objectives and Needs	<p>A customer with all of the following short-term and long-term objectives:</p> <ul style="list-style-type: none"> – grow their money by earning interest; – take advantage of the tax benefits under the Scheme; and – protect their money.
	<p>A customer with any one or more of the following primary needs:</p> <ul style="list-style-type: none"> – lock away a portion of their funds; – earn a higher rate of interest than the standard cash rate; – receive a guaranteed return; – the flexibility to choose the length of term; – no requirement to grow the balance through regular deposits; and – enquire on their account through any one or more of the following services: <ul style="list-style-type: none"> – over the phone through telephone banking – info only; – online through internet banking – view only; and/or – in an app through mobile banking – view only.
Section 3 - Financial Situation	<p>A customer with an excess of funds to retain in the account for 12 months or more for future use, with the following deposit parameters:</p> <ul style="list-style-type: none"> – Minimum amount of \$1000 – Maximum amount of \$800,000
Explanation	<p>A Farm Management Deposit Account – Term Deposit is likely to be consistent with the objectives, financial situation and needs of the type of customers in the target market because:</p> <ol style="list-style-type: none"> 1. It is only available to eligible Primary Producers (as defined under the Scheme). 2. Having the funds locked away is consistent with individuals who have the objective to use the account to take advantage of the tax benefits under the Scheme. 3. A guaranteed rate of interest allows customers the ability to rely on regular income from the interest earned. 4. Flexibility to choose the length of term and which account interest is paid into allows customers to take out a FMDA Term Deposit that fits their specific financial situation and goals. 5. No account keeping fees and Suncorp Bank transaction fees is consistent with customers in any financial situation. <p>Suncorp have formed this view with support from customer outcome metrics including (but not limited to) sales and usage data and customer complaints and feedback. This product is continuously monitored to ensure it remains consistent with and valuable to the identified target market.</p>

What conditions/restrictions are there on how a Farm Management Deposit Account – Term Deposit is distributed?

This product can be sold only through the following channels with the following conditions/restrictions:

Channel	Distribution Conditions/Restrictions
Suncorp Bank branches, contact centres or specialist staff	By representatives who must be appropriately trained, follow an approved conversation framework and direct products towards the likely target market.
All channels	All marketing must be consistent with this TMD and approved by an appropriately trained Suncorp Bank representative.

These distribution conditions make it likely customers who acquire the product are in the target market because they are supported by reasonably appropriate platform controls, training and scripting designed to avoid and minimise the risk of likely consumer harm if the product is otherwise distributed outside of its target market.

When will this TMD be reviewed?

This TMD is effective from 5 October 2021 and will undergo an initial review 12 months later, with subsequent reviews occurring 24 months thereafter. We will also review this TMD if, in Suncorp Bank's view, any of the following Review Triggers occur:

Review Triggers

A review will be triggered if, in Suncorp Bank's view, there is:

- a material change to the product design and strategy including change to interest structure;
- fees are introduced, and the product was previously fee free;
- a material and unexpected change in the number or nature of complaints received;
- a significant dealing outside the target market;
- distribution conditions have in Suncorp Bank's view been found to be inadequate;
- a substantial change in the number of accounts and the product is not being purchased or used as envisaged by the TMD; and
- a material change to the expected number of account closures.

What information will the bank review?

Internal sources (for direct distribution)

To monitor for the review triggers above, Suncorp Bank will review the following information every month from internal sources:

- product and distribution monitoring metrics including customer demographic, complaints information, number of applications received, and transaction data;
- variation in interest rates;
- usage details for key product features;
- proportion of consumers who are not in the target market who have acquired the product during the reporting period; and
- material changes to product documentation.

External sources

- monitoring for changes to the Scheme administered by the ATO that impact the target market of this product; and
- monitor financial service laws and obligations that impact the target market of this product.