

Target Market Determination Deposit Products

Effective as of 5 October 2021

Bank of Sydney Deposit Products

This Target Market Determination (TMD) is designed to provide customers, distributors and Bank of Sydney staff with the appropriate information to understand who this product has been designed for and our approach to determining that the product is likely to be consistent with the objectives, financial situations and needs of the customer and the distribution conditions.

This TMD is not a Product Disclosure Statement (PDS) and is not a summary of the product terms and conditions. Any advice provided in this document is general advice only. It has been prepared without taking into account any person's particular objectives, financial situations or needs. More information about these products is available in the PDS which contains details of account access and product features, conditions, limitations and risks. Consider whether the product is appropriate for you before making any decisions about whether to apply for these products.

In this document the terms "Bank of Sydney", "we", "us" or "our" refer to Bank of Sydney Ltd, AFSL 243444.

This Target Market Determination (TMD) sets out the target market for:

- BOS Saver Account,
- Everyday Saver Account,
- Everyday Main Account,
- Easy Life Account,
- Foreign Currency Transaction Account (EUR, USD, NZD, GBP),
- Term Deposit,
- Online Term Deposit,
- Foreign Currency Term Deposit (EUR, USD, NZD, GBP).

The target market details for the products listed above are available in this TMD Appendix.

Distribution of these products

The products set out in this TMD are designed to be distributed through the authorised distribution channels listed below:

- Bank of Sydney contact centres by calling (Mon-Fri, 9am-5pm AEST) **13 95 00** or **+61 2 8262 9191** (International);
- Bank of Sydney's branches;
- Bank of Sydney's website at www.banksyd.com.au;
- Bank of Sydney's network of accredited brokers;
- Referral websites (e.g. Canstar).

You can apply or find information about these products through these channels.

Bank of Sydney will make risk-based decisions to determine its acceptance criteria of banking products that can be offered to you based on the information you provide to us.

Reviewing these products

We will review this TMD within 2 years from the effective date to ensure it remains appropriate.

We will also review this TMD if any event of circumstances (called 'review triggers') occur that would reasonably suggest that the determination is no longer appropriate, such as:

- We make a material change to the product terms and conditions, or account access methods;
- A change in our acceptance criteria that impacts on the suitability of the product for the target market;
- A material change to the distribution of the product;
- The discovery of a relevant and material deficiency in the product's disclosure documentation;
- Systemic or significant number of complaints which indicate that the product is no longer suitable for the described target market;
- Changes in product performance metrics; business performance and value provided to customers;
- Changes to legal or regulatory requirements that the Bank must comply with;
- Changes to the product key attributes that would likely impact the customers' needs and objectives; and
- Significant dealing in the product that is not consistent with the TMD.

We will review this TMD within 10 business days of the occurrence of any review trigger.

Reporting

Bank of Sydney and all distributors must record all complaints received about this product on a quarterly basis (Complaints Reporting Period). Distributors are required to provide to us written details of any complaints about the product they have received during the Complaints Reporting Period within 10 business days of the end of the period.

Our distributors and authorised representatives are required to provide regular and incident-based reporting on key metrics (see the heading "Reviewing this document") to allow us to review this TMD.

Distributors are also required to report to Bank of Sydney if they become aware of a significant dealing in this product which is not consistent with this TMD within 10 business days of becoming aware of such dealing.

Record keeping

Bank of Sydney and its distributors will maintain records of the reasonable steps they have taken to ensure that this product is sold in a manner consistent with this TMD.

We will also prepare and maintain complete and accurate records of our decisions, and the reasons for those decisions in relation to:

- All target market determinations for this product,
- Identifying and tracking review triggers,
- Setting review periods, and
- The matters documented in this TMD.

Deposit Products Target Market Determination Appendix

All Bank of Sydney products set out in this document are subject to the Bank's acceptance criteria.

BOS Saver Account

The BOS Saver Account has been designed for people who want to deposit money into an account that will pay higher interest than a normal everyday transaction account, whilst allowing them to access their savings at call. The BOS Saver Account is linked to an Everyday Saver Account, providing flexibility to transfer funds from your savings to your transaction account at any time through Internet Banking.

This product is suitable for people who:	This product is not suitable for:
Want to earn interest for a specific purpose	Everyday transactions or everyday spending
Are looking for an account where they can continue to make online deposits or withdrawals at any time	People who are not currently looking to save money
Want the ability to operate their accounts online	Setting up direct debits from this account, for example, for your gym membership or telco direct payments
Want easy access to their money, whilst earning higher interest than they would with a transaction account	Locking funds into an account with no access for a determined period of time (a Term Deposit may be a more suitable option)
Want to separate their savings from everyday money used for general spending	Businesses
Want to make deposits at their own pace, or and set up regular deposits such as their salary straight into this account	People who prefer to access funds from this account with a debit card

Everyday Saver Account

The Everyday Saver Account is designed to provide customers with access to make everyday transactions, such as via Internet Banking, debit card and direct debits.

This product is suitable for people who:	This product is not suitable for:
Want to access and manage their account via different channels, such as Internet Banking and in branch	People who want to earn higher interest on their savings
Need a debit card and the ability to transact frequently or on a day to day basis	Locking funds into an account with no access for a determined period of time
Are looking for an everyday transaction account	Businesses
Want to be able to receive and send money from and to other financial institutions, or other Bank of Sydney customers	
Want to set up regular direct debits and other scheduled payments, for example, a mobile phone bill	
Want to have their salary or other regular income deposited into their account	

Everyday Main Account

The Everyday Main Account is Bank of Sydney's home loan offset account, designed to be linked with an eligible variable interest rate home loan, allowing customers to offset their home loan interest payments, whilst having full access to transact.

This product is suitable for people who:	This product is not suitable for:
Have an eligible Home Loan with Bank of Sydney	People who do not have a home loan with Bank of Sydney
Want to reduce their home loan interest payments by linking their home loan with an offset account	People looking for an interest bearing account, like a savings account
Need a debit card and the ability to transact frequently or on a day to day basis	Locking funds into an account with no access for a determined period of time
Want to be able to receive and send money from and to other financial institutions, or other Bank of Sydney customers	People who will not use an offset account linked to their home loan
Want to have their salary or other regular income deposited into their account	People who want to have a joint account with multiple account holders
Want to set up regular direct debits and other scheduled payments, for example, a mobile phone bill	

Easy Life Account

The Easy Life Account is designed for people looking for a non interest bearing, everyday transaction account. This product also allows customers to link an overdraft limit (subject to credit criteria and assessment).

This product is suitable for people who:	This product is not suitable for:
Want to access and manage their account via different channels, such as Internet Banking and in branch	People looking for an interest bearing account, like a savings account
Need a debit card and the ability to transact frequently or on a day to day basis	Locking funds into an account with no access for a determined period of time
Are looking for an everyday transaction account	Businesses
Want to be able to receive and send money from and to other financial institutions, or other Bank of Sydney customers	
Want to set up regular direct debits and other scheduled payments, for example, a mobile phone bill	
Want to have their salary or other regular income deposited into their account	
Need an overdraft facility linked to their account	

Foreign Currency Transaction Account (EUR, USD, NZD, GBP)

The Foreign Currency Transaction Account is designed for people who hold foreign currency (in one of the currencies described below) and frequently send or receive money from overseas.

This product is suitable for people who:	This product is not suitable for:
Want an easier way to send and receive foreign currency	People who want a high interest rate paid on their foreign currency savings
Want an account to deposit money saved in EUR, USD, NZD or GBP	People who need a day to day full transaction account in foreign currency
Want the ability to access foreign currency at ease with locked in exchange rates	People who do not frequently send or receive foreign currency funds
Want to exchange AUD to EUR, USD, NZD or GBP, and vice versa in a fast and cost effective manner	People under 18 years old
Are individuals over 18 years old, or businesses	

Term Deposit

The Term Deposit account is designed for people who want to lock in their unused funds for a period of time at a fixed interest rate.

This product is suitable for people who:	This product is not suitable for:
Want the ability to invest an amount for a set period of time, and earn a guaranteed return on their savings	People who need immediate and quick access to their money
Want to earn interest on the money they saved for a specific purpose, until they need to access the funds	Everyday transactions or everyday spending
Want an additional cash flow from interest earned	
Are individuals or businesses	

Online Term Deposit

The Online Term Deposit account is designed for people who want to lock in their unused funds for a period of time at a fixed interest rate and prefer to apply for and manage their accounts online, through Bank of Sydney's website.

This product is suitable for people who:	This product is not suitable for:
Want the ability to invest an amount for a set period of time, and earn a guaranteed return on their savings	People who need immediate and quick access to their money
Want to earn interest on the money they saved for a specific purpose, until they need to access the funds	Everyday transactions or everyday spending
Want an additional cash flow from interest earned	Businesses
Prefer to open and manage their accounts online	

Foreign Currency Term Deposit (EUR, USD, NZD, GBP)

The Foreign Currency Term Deposit is designed for people who hold foreign currency (in one of the currencies described below) and want to lock in their unused funds for a period of time with at a fixed interest rate.

This product is suitable for people who:	This product is not suitable for:
Want to deposit money saved in EUR, USD, NZD or GBP	People who need immediate and quick access to their money
Want to earn interest on their foreign currency savings at a guaranteed return	Everyday transactions or everyday spending
Want an additional cash flow from funds saved and that are not being utilised	People who have savings in foreign currency other than EUR, USD, NZD or GBP
Are individuals or businesses	

For more information:

- Website:** banksyd.com.au
- Phone:** **13 95 00**
(Mon - Fri, 9am - 5pm AEST)
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