



TARGET MARKET DETERMINATION

UBANK TERM DEPOSIT

UBANK SMSF TERM DEPOSIT

Determination Criteria	Description	
Start Date:	16/10/2021	
First and ongoing review period:	The first review, and each ongoing review, must be completed within each consecutive 12 month period from the Start Date.	
Product:	<p>UBank Term Deposit A UBank Term Deposit is an interest-bearing deposit for a specific amount, lodged for a fixed term and interest rate.</p> <p>UBank SMSF Term Deposit A UBank SMSF Term Deposit is an interest-bearing deposit for a specific amount, lodged for a fixed term and interest rate and designed to meet the needs of Self-Managed Super Funds (SMSF).</p>	
TARGET MARKET		
Target market & product attributes:	<p>Consumer needs and objectives</p> <p>A person that may seek a term deposit for investment and the certainty of a known interest rate and return and who is comfortable locking away funds for a fixed period of time.</p> <p>A trustee of a SMSF that complies with the SIS legislation, who already holds the product and wants to have certainty of a known interest rate and return and who is comfortable locking away funds for a fixed period of time to reinvest part or all of their funds at maturity of their existing s term deposit.</p>	<p>Product attributes</p> <p>A term deposit with the following key attributes:</p> <ul style="list-style-type: none"> the ability to deposit and invest funds for a fixed term the ability to earn interest on deposited funds fixed interest rate for a fixed term no access to money during the fixed term subject to a 7 day cooling off period at the start of the term the requirement to deposit a minimum amount of funds.
	<p>Consumer financial situation</p> <p>For UBank Term Deposit, a person who already holds the product and at maturity of this product, is seeking to reinvest a minimum amount of \$1000 for a fixed interest rate for a fixed term.</p> <p>For UBank SMSF Term Deposit, a trustee of a SMSF who already holds the product and at maturity is seeking to reinvest minimum amount of \$1000 for a fixed interest rate for a fixed term.</p>	<p>Product attributes</p> <p>These term deposits require:</p> <ul style="list-style-type: none"> minimum amount of \$1000 maximum of \$2m.
	Negative target market statement	<p>These products are only available to persons who already hold either an existing UBank Term Deposit or an existing UBank SMSF Term Deposit and at maturity of the product may wish to consider reinvesting their funds. For these investors, this product is not suitable for:</p> <ul style="list-style-type: none"> persons wanting to invest in a savings product that is not subject to a fixed term investment period.
	Appropriateness statement:	NAB has considered that the product including its key attributes is appropriate for the target market including the likely objectives, financial situation and needs of consumers in the target market.



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DISTRIBUTION CONDITIONS

<p>Authorisation: This condition applies to all conduct</p>	<p>Condition 1</p> <p>A distributor must:</p> <ul style="list-style-type: none">• hold an appropriate Australian Financial Services Licence (AFSL) or be an authorised representative of a AFSL holder unless an exemption applies covering the provision of financial services in respect of the product; and• if the distributor is not UBank:<ul style="list-style-type: none">- comply with the terms and conditions of any relevant distribution agreement or arrangement with UBank- if applicable, comply with the terms of any licensing exemption covering the provision of financial services in respect of the product. <p>This condition is appropriate as it ensures distributors are appropriately authorised to provide the relevant regulated financial services and will comply with the commercial terms agreed between the distributor and UBank.</p>
<p>General Advice: This condition applies to general advice (including most marketing)</p>	<p>Condition 2</p> <p>A distributor must only provide general advice (such as marketing) as to the product if:</p> <ul style="list-style-type: none">• a Target Market Determination (TMD) has been made and published for the product and has not been withdrawn• the distributor complies with the terms of the TMD for the product• the general advice is consistent with the consumer needs, objectives and financial situation defined in the target market for the product; and• ASIC has not issued a Product Intervention Power restricting the publication of general advice for the product by the distributor. <p>The distributor may provide general advice (such as marketing) as to the product through public channels such as:</p> <ul style="list-style-type: none">• television, radio, the internet (including social media), billboards and physical banners, brochures and other marketing material available to the general public• advertising through comparison sites and rating agencies• UBank’s Mobile Application• UBank’s Website. <p>This condition is appropriate as the target market is wide.</p> <p>It is intended that these channels may be available to persons who would not at that time qualify for the product to be issued to them in a regulated sale, for example because they are minors or do not have the income to service the product. This is because the issue of the product is subject to Distribution Conditions 3 and 4 which will ensure that the product is only issued to persons for whom it will be appropriate.</p>
<p>Retail Product Distribution Conduct (other than General Advice): These conditions apply to all retail product distribution conduct that is not general advice</p>	<p>Condition 3</p> <p>A distributor must only engage in retail product distribution conduct (other than general advice) if:</p> <ul style="list-style-type: none">• a TMD has been made and published for the product and has not been withdrawn• the distributor complies with the terms of the TMD for the product• ASIC has not issued a Product Intervention Power restricting the distribution of the product for the distributor; and• the distributor has complied with Condition 4. <p>A distributor must only engage in retail product distribution conduct (other than general advice) through:</p> <ul style="list-style-type: none">• UBank’s Mobile Application• UBank’s Website



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	<ul style="list-style-type: none"> Limited circumstances through interaction hub. <p>This condition is appropriate as the target market is wide. It is also appropriate as the issuer has distributed this product using these methods, with limited risk to consumers.</p> <p>Condition 4</p> <p>The UBank Term Deposit and UBank SMSF Term Deposit are only available for distribution to persons who already hold either an existing UBank Term Deposit or UBank SMSF Term Deposit and at maturity are seeking to reinvest part or all of their funds.</p> <p>A distributor must only engage in retail product distribution conduct (other than general advice) if it has identified:</p> <ul style="list-style-type: none"> that the person already holds either a UBank Term Deposit or UBank SMSF Term Deposit and at maturity of the product is wanting to reinvest part or all of their funds into a new Term Deposit product. that the distribution of the product is consistent with the needs, objectives and financial situation defined in the target market for the product that the person is seeking access to a term deposit account with the following key attributes: <ul style="list-style-type: none"> fixed interest rate fixed term minimum investment of \$1000 maximum investment of \$2m the key difference between: <ul style="list-style-type: none"> the product (including the specific product option requested by the consumer); and the other product options for the product and other separate deposit products issued by UBank. <p>This condition is appropriate as it requires a distributor to confirm that the consumer is in the target market.</p>				
<h3 style="color: red;">REVIEW TRIGGERS</h3>					
<p>Review triggers:</p>	<p>NAB and any distributor of this product, must cease all retail product distribution conduct (except excluded conduct) in respect of this product within 10 business days of NAB identifying a review trigger unless:</p> <ul style="list-style-type: none"> NAB has determined that this TMD continues to be appropriate; or a new TMD has been made. <p>The events and circumstances described below will trigger a review of this TMD if NAB determines it may relate to the appropriateness of the TMD having regard to NAB's internal policies.</p> <p>NAB will publish notice of a review on its website.</p> <table border="1" data-bbox="384 1720 1497 2103"> <tr> <td data-bbox="384 1720 592 1832"> <p>Material complaints</p> </td> <td data-bbox="592 1720 1497 1832"> <p>NAB actively monitors consumer complaints and will review the appropriateness of the TMD where complaints in number or significance relate to consumer understanding of risks, key terms, conditions or features of this product.</p> </td> </tr> <tr> <td data-bbox="384 1832 592 2103"> <p>Product Performance</p> </td> <td data-bbox="592 1832 1497 2103"> <p>NAB actively monitors product performance indicators relevant to the product and will review the appropriateness of the TMD in circumstances where:</p> <ul style="list-style-type: none"> evidence shows that consumer usage is significantly different from original issuer expectations (e.g. a different product purpose) evidence shows that product is no longer meeting the financial situation, needs and objectives of the target market for whom the product was designed evidence shows of substantial sales outside of the Target Market. </td> </tr> </table>	<p>Material complaints</p>	<p>NAB actively monitors consumer complaints and will review the appropriateness of the TMD where complaints in number or significance relate to consumer understanding of risks, key terms, conditions or features of this product.</p>	<p>Product Performance</p>	<p>NAB actively monitors product performance indicators relevant to the product and will review the appropriateness of the TMD in circumstances where:</p> <ul style="list-style-type: none"> evidence shows that consumer usage is significantly different from original issuer expectations (e.g. a different product purpose) evidence shows that product is no longer meeting the financial situation, needs and objectives of the target market for whom the product was designed evidence shows of substantial sales outside of the Target Market.
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	Feedback from distributors	Reporting received from distributors, or consistent feedback from distributors which suggests that the target market or key product attributes may no longer be appropriate. Refer to Reporting.
	Substantial Product Change	NAB makes a substantial change to the product terms, conditions or key product attributes including: <ul style="list-style-type: none"> • adding to, removing or changing a product attribute • a substantial pricing change which impacts the consumer value proposition of the product • significant changes to a distribution channel and distribution strategy.
	Significant Change to the External Environment	<ul style="list-style-type: none"> • Regulatory or legislative environment for this product. • Economic and market conditions.
	Notification from ASIC	NAB receives a notification from ASIC requiring immediate cessation of product distribution or particular conduct in relation to the product.
	Significant Dealings	Evidence that the distribution of the product or distributor conduct are significantly different to the expectations set out in the TMD.

REPORTING

Reporting period:	The Reporting Period for this determination is quarterly during each calendar year: <ul style="list-style-type: none"> • First reporting period ending on 31 March. • Second reporting period ending on 30 June. • Third reporting period ending on 30 September. • Fourth reporting period ending on 31 December. 	
Reporting information:	A distributor must provide the following information in writing as soon as practicable or within 10 business days after the end of the relevant reporting period.	
	Complaint Information	Complaints related to the risks, key terms, conditions or key attributes of this product including: <ul style="list-style-type: none"> • the number of complaints • the nature and circumstances of the complaints • whether or not there has been or is likely to be consumer harm or detriment, and if so, the nature of the harm or detriment.
	Feedback from distributors	Feedback that the target market or key product attributes may no longer be appropriate and not meeting the likely needs and objectives and financial situation of the class of consumers in the target market.
	Significant Dealings	If a distributor becomes aware of a significant dealing in the product or an issue with the distributor conduct, that is not consistent with the TMD, they must notify the issuer in writing as soon as practicable, and in any event within 10 business days after becoming aware.
	Other Information Requested by NAB	Any other information requested in writing by NAB from time to time subject to: <ul style="list-style-type: none"> • The request being necessary to enable NAB to meet its legal and compliance obligations; and • NAB providing at least 30 days prior notice before the end of the Reporting Period.

This product is issued by UBank, which is a division of National Australia Bank Limited ABN 12 004 044 937 AFSL and Australian Credit Licence 230686.