

Target Market Determination

IAM Term Deposit Account

Product	IAM Term Deposit Account
Issuer	MyState Bank Ltd ABN 89 067 729 195 ACN 067 729 195 AFSL / ACL 240896
Date of TMD	5 October 2021
Target Market	<p><i>Description of target market</i></p> <p>The features of this product are likely to be consistent with the likely objectives, financial situation and needs of consumers who are aged 18 years or over and who:</p> <ul style="list-style-type: none"> • meet the eligibility criteria; and • have a deposit balance of \$5,000 or more to invest; and • wish to use an online platform to choose from a range of financial institutions to invest with; and • require fixed interest rate options to avoid fluctuations in interest rates; and • are in a position to invest their funds for a set term during which they will not require access their invested capital. <p>The product is suitable for a wide range of potential financial situations and life stages.</p> <p>The product is only available to IAM customers via the IAM online investment platform.</p> <p><i>Target market rationale</i></p> <p>The MyState Term Deposit Account available via IAM Cash Markets Pty Ltd (IAM) a no fee, low risk product providing the certainty of a fixed return in investment for consumers who have a low risk appetite.</p> <p>The product is low risk because deposits of up to \$250,000 per customer are guaranteed by the Financial Claims Scheme (FCS).</p> <p><i>Description of product, including key attributes</i></p> <p>Access to funds</p> <ul style="list-style-type: none"> • The product is non-transactional in nature. Access to funds is restricted during the term of the investment. <p>Options at end of investment term</p> <ul style="list-style-type: none"> • Rollover investment for the same term as the original term • Rollover investment for a different term than the original term • Provide IAM with instructions to redeem funds by transfer or cheque <p>Available terms</p> <ul style="list-style-type: none"> • 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 24 months

TMD IAM Term Deposit v1.0 effective 5 October 2021

This document is applicable to MyState Bank Limited (MyState Bank) ABN 89 067 729 195 AFSL/ACL 240896.
A wholly owned subsidiary of MyState Limited ABN 26 133 623 962

	<p>Fees</p> <ul style="list-style-type: none"> There are no fees for a MyState Term Deposit acquired via IAM <p>Interest</p> <ul style="list-style-type: none"> Interest is payable at maturity Interest rates generally vary by term If MyState agrees to an early redemption request, interest penalties apply. <p><i>Classes of customers for whom the product may be unsuitable</i> This product may not suitable for customers who:</p> <ul style="list-style-type: none"> have balances of less than \$5,000 to invest require at call access to their funds require regular interest instalments to be paid throughout the investment term are able to absorb higher risk in exchange for higher returns 								
<p>Distribution Conditions</p>	<table border="1" data-bbox="402 1034 1404 1214"> <thead> <tr> <th>Channel</th> <th>Conditions</th> </tr> </thead> <tbody> <tr> <td>Direct - online</td> <td>Available from the IAM online investment platform</td> </tr> <tr> <td>Direct – by phone</td> <td>Not available</td> </tr> <tr> <td>Direct – in branch</td> <td>Not available</td> </tr> </tbody> </table> <p><u>Distribution restrictions</u></p> <ul style="list-style-type: none"> Applicants must be 18 years of age or older. Non-Australian Citizens cannot apply for a IAM Term Deposit Account. 	Channel	Conditions	Direct - online	Available from the IAM online investment platform	Direct – by phone	Not available	Direct – in branch	Not available
Channel	Conditions								
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<p>Review Triggers</p>	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate include:</p> <ul style="list-style-type: none"> A significant dealing of the product to customers outside the target market occurs A significant number of customer complaints in relation to the product during the preceding 6 months; A material change to the product or the terms and conditions of the product occurs which may result in the target market no longer being appropriate; e.g. the introduction of fees; a change in available terms; a change in interest penalties for early redemption A significant number of early redemption requests. 								
<p>Review Periods</p>	<p>First review date: 5 October 2022 Periodic reviews: every 1 year after the initial and each subsequent review</p>								



Distribution Reporting Requirements	The following information must be provided to MyState by distributors who engage in retail product distribution conduct in relation to this product:		
	Type of Information	Description	Reporting period
	Complaints	Number of complaints	Every 6 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
Account redemption requests	Number of early redemption requests during the period as a percentage of new accounts opened during the period	Annually	