

## TARGET MARKET DETERMINATION

<b>Product Name</b>	Cash Management Account
<b>Start Date</b>	5 October 2021
<b>Description</b>	An at call bank account that has been designed to allow customers to consolidate their finances in one high earning and high flexibility account. Generally, this account offers a more competitive interest rate than other at call deposit products. A Cash Management Account must be in Australian Dollars.
<b>Target Market</b>	<p><b>Objectives, financial situation and needs of the Target Market</b></p> <ul style="list-style-type: none"> <li>• Ideal for those who receive regular income or large sums that they plan to invest, for example, rent or salary bonus.</li> <li>• For high-net-worth individuals who are looking to earn interest on their funds while still maintaining reasonable liquidity and access.</li> <li>• For those wanting an account that earns competitive interest with at call access to their money.</li> </ul> <p><b>Eligibility criteria for the product</b></p> <ul style="list-style-type: none"> <li>• For private and domestic use, however, also available for business customers upon request subject to approval by Arab Bank Australia Limited (ABAL).</li> <li>• Successful completion of applicable ABAL identification check requirements.</li> <li>• Minimum opening deposit: A\$1,000 (no minimum ongoing balance).</li> </ul> <p><b>Key features of the product</b></p> <ul style="list-style-type: none"> <li>• Easy access to the funds in the account via branch network, ATM/EFTPOS and Internet Banking.</li> <li>• You may apply for an overdraft facility connected to this account for business purposes</li> <li>• Option to elect to be provided with a Visa Debit Card</li> <li>• Ability to transact on the account via Internet Banking</li> <li>• The ability to have salary, dividends and other income directly credited to this account.</li> <li>• The ability to have periodic payments, transfers and bill payments directly debited from this account.</li> <li>• The ability to transfer funds to third parties online.</li> <li>• Quarterly statements available.</li> <li>• Unlimited free ATM withdrawals and balance enquiries at ABAL, Westpac, St George Bank, Bank of Melbourne and BankSA ATM in Australia.</li> <li>• Up to 10 free transactions per month. Including, a maximum of 5 Over the Counter transactions per month, and a combined maximum of 5 transactions per month from the following: EFTPOS, Direct Debit, BPAY.</li> <li>• Flexible term - there is no set length of time the account must remain open.</li> <li>• Tiered interest rate that will vary from time to time, depending on the balance of the account.</li> <li>• Interest is calculated and accrued daily on the whole of the account balance, from \$1.</li> <li>• Interest may be paid monthly.</li> <li>• An account keeping fee of \$5 per month applies if account balance falls below \$10,000. Account keeping fee is waived for balances above \$10,000.</li> <li>• For additional fees relating to this product, please see the Account Features and Charges Booklet on the website (<a href="https://www.arabbank.com.au/about/fees">https://www.arabbank.com.au/about/fees</a>)</li> </ul> <p><b>Why the product is likely to be consistent with the likely objectives, financial situation and needs of the target market</b></p>

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<b>Product Name</b>	Cash Management Account
	<p>The Cash Management Account is likely to be consistent with the likely objectives, financial situation and needs of the target market given that:</p> <ul style="list-style-type: none"> <li>Customers aiming to achieve higher interest do not typically tend to transact on their account often.</li> <li>High net worth individuals would presumably have funds more than \$10,000, meaning they would be able to experience a fee-less product</li> <li>The cap on transactions serves to incentivize individuals to save, without completely restraining their access to their funds, as would a term deposit</li> </ul>
<b>Distribution Conditions</b>	<p><b>Distribution Conditions for the product</b></p> <p>The distribution of this product is subject to the following conditions and restrictions:</p> <ul style="list-style-type: none"> <li>ABAL staff that distribute this product must meet ABAL's minimum qualification requirement and hence must possess the following: <ul style="list-style-type: none"> <li>Tier 2 General Advice Deposit Products</li> </ul> </li> <li>This product cannot be distributed through third parties</li> <li>The product can only be distributed to retail customers in accordance with ABAL's product and process requirements</li> <li>ABAL distributes this product through the following channels: <ul style="list-style-type: none"> <li>In branch; or</li> <li>Online via Internet Banking.</li> </ul> </li> </ul> <p>ABAL views that these conditions are appropriate and are of a nature that the distribution of the product will likely be consistent with the target market as ABAL will have close oversight of how the product is promoted and distributed by staff who are sufficiently qualified.</p>
<b>Review Triggers</b>	<p>The TMD may no longer be considered appropriate and a review of this TMD must be undertaken by ABAL, if any of the below review triggers occur:</p> <ul style="list-style-type: none"> <li>A significant number of complaints received from customers who acquired the product, which relate to the customer's purchase or use of the product and which shows that the TMD may no longer be appropriate for the product</li> <li>A material incident or significant number of incidents which relates to customer's purchase or use of the product and which shows that the TMD may no longer be appropriate for the product</li> <li>A significant dealing of this product to customers who are outside the Target Market</li> <li>The receipt of a product intervention power order note from ASIC requiring ABAL to immediately cease retail product distribution conduct in respect of the product</li> <li>Any other event or circumstance that ABAL views would materially change a factor considered in making the TMD</li> </ul>
<b>First Review Date</b>	5 October 2023
<b>Review Period (ongoing)</b>	<ul style="list-style-type: none"> <li>Reviews to be conducted at least every two years</li> <li>Reviews to be conducted, if necessary, as prompted by a Review Trigger (mentioned above)</li> </ul>
<b>Review Trigger Information Requirements</b>	This product is not distributed by third parties; therefore, review trigger information reporting requirements are not applicable to this product.