

# Target Market Determination

## Business Online Saver

**Start date:** 1<sup>st</sup> December 2023

**Next review due:** 1<sup>st</sup> December 2024

**Review period:** At least every 12 months from the start date of this Target Market Determination

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### **What is a Target Market Determination?**

A Target Market Determination (TMD) describes the cohort of customers that the product is targeted at (the Target Market) and any conditions around how the product is distributed to customers (the Distribution Conditions).

It also describes the events or circumstances where we are required to review the Target Market Determination for a financial product (the Review Triggers).

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### **Why does CommBank need to have Target Market Determinations?**

We're required to have Target Market Determinations under law. The purpose of the law is to make sure customers are at the centre of our approach when designing and distributing our financial products. This document is not a substitute for the product's terms and conditions or other disclosure documents.

When making a decision about this product, customers must refer to the relevant Product Disclosure Statement (PDS), Terms and Conditions or other disclosure documents.

# Product Description

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The CommBank Business Online Saver is a savings account which pays a variable interest rate on all credit balances.

## Target Market and Key Product Attributes

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CommBank has assessed that the Product, including its Key Product Attributes, is likely to be consistent with the Objectives, Needs and Financial Situation of the Target Market.

The table below matches the Key Product Attributes to the Objectives and Needs of the Target Market for this Product.

<b>Objectives and Needs</b>	<b>Key Product Attributes</b>
A business customer (including charities, not for profits and self-managed super funds) that needs an account that pays a variable interest rate on the entire credit balance.	<ul style="list-style-type: none"><li>• The Business Online Saver:<ul style="list-style-type: none"><li>○ pays a variable interest rate on all credit balances.</li><li>○ has tiered variable interest rates available based on the amount of the credit balance.</li></ul></li></ul>
A business customer that needs an account with online functionality.	<ul style="list-style-type: none"><li>• The Business Online Saver allows customers to transfer funds to and from eligible CommBank accounts, and view transactions online via the Bank's online channels (including NetBank/CommBank app and/or CommBiz/CommBiz app).</li></ul>
A business customer that needs an account that does not charge a monthly account fee.	<ul style="list-style-type: none"><li>• The Business Online Saver has no monthly account fee.</li></ul>

<b>Financial Situation</b>	<b>Key Product Attributes</b>
A business customer that has funds available to deposit and needs to earn interest on their entire credit balance.	<ul style="list-style-type: none"><li>• The Business Online Saver pays interest on the entire credit balance.</li><li>• The variable interest rates available are tiered based on the amount of the credit balance.</li></ul>



# Eligibility criteria for the Product

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To hold this product, customers will need to satisfy the following eligibility criteria:

- have and maintain an eligible CommBank business transaction account;
- have access to NetBank/CommBank app or CommBiz/CommBiz app;
- in the case of domestic businesses (e.g. a sole trader, company, etc.) have an ABN or ACN where relevant; or
- in the case of foreign companies that carry on business in Australia, be registered with ASIC. The eligibility of other foreign companies will be subject to review on a case by case basis.

## Distribution Conditions

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CommBank views that the Distribution Conditions specified are appropriate and are of a nature that it will be likely that the product will be distributed to the target market.

The below table identifies the distribution channels which the product can be sold through and sets out the conditions that apply to each channel.

<b>Distribution Channels</b>	<b>Conditions that make product distribution through the channel appropriate</b>
Staff assisted channels (e.g. by branch staff or relationship managers); and	CommBank staff who distribute this product: <ul style="list-style-type: none"><li>• must take reasonable steps to ensure that the product is distributed to eligible customers within the Target Market;</li><li>• must follow procedures that outline application eligibility and processes;</li><li>• are provided training and resources to understand and discuss the benefits, fees and rates of the product and the key differences between deposit accounts;</li><li>• have access to product resources such as internal product information pages; and</li><li>• are monitored through quality assurance or sales conduct incidents to ensure proprietary distribution adheres to procedures.</li></ul>



<b>Distribution Channels</b>	<b>Conditions that make product distribution through the channel appropriate</b>
Online channels (once ABN/ACN is confirmed) (e.g. CommBank website).	<p>Eligible sole traders, Australian private companies (Pty Ltd), partnerships and self-managed superannuation funds who hold an eligible CommBank business transaction account can establish this product online (on NetBank) once identification has been completed.</p> <p>CommBank's online channels provide customers with access to the following:</p> <ul style="list-style-type: none"> <li>• information that assists customers select the right products; and</li> <li>• information about the products with a summary of key benefits, rates and fees, in an easy to navigate format.</li> </ul>
<b>Third Party</b>	This product cannot be distributed through third parties.

## Review Triggers

If any of the below review triggers occur, or if an event or circumstance has occurred that would reasonably suggest that the TMD may no longer be appropriate, CommBank will undertake a review of this TMD:

<b>Information Type</b>	<b>Description</b>
Customer Outcomes	<p>Unexpected trends in customer outcomes which are inconsistent with the intended product performance, including:</p> <ul style="list-style-type: none"> <li>• a significant number of customers who do not have access to CommBank's online banking channels; and</li> <li>• a significant number of customers who do not hold an eligible business transaction account.</li> </ul>
Complaints	<p>Unexpected trends in complaints received from customers who acquired the product, which show that the TMD may no longer be appropriate, for example:</p> <ul style="list-style-type: none"> <li>• distribution (e.g. misrepresentation or mis-selling from staff);</li> <li>• product suitability; and</li> <li>• product attributes.</li> </ul>



Information Type	Description
Incident Data	Any incidents that indicate unanticipated distribution to a cohort of customers outside the target market or significant number of incidents in relation to the product's design or distribution that identify potential breaches of our legal or regulatory obligations.
Changes to the Product	The material alteration of the product or product terms and conditions (e.g. adding to, removing or changing a key product attribute; significant change to distribution channel and distribution strategy).
Significant Dealings	A significant dealing of this product to customers who are outside the Target Market.
Notification from ASIC	The receipt of a product intervention power order from ASIC requiring CommBank to immediately cease retail product distribution conduct in respect of the product.

## Review Trigger Information Reporting Requirements

The following information must be provided to CommBank by all third parties who provide advice on the product to retail clients within the required timeframes:

Information Type	Description	Time Frame for Reporting
Product complaints data	Information relating to complaints received including number of complaints, third party name, product name and complaint verbatim.	Quarterly and in any case no later than 10 business days from the end of the quarter.

**Product Issuer:** Commonwealth Bank of Australia ABN 48 123 123 124 AFSL and Australian credit license 234945

