

Target Market Determination

Product:	Bank Guarantee Facility Account
Made by:	Beyond Bank Australia Limited ABN 15 087 651 143 AFSL/Australian Credit Licence 237856
Version no.:	1.0
Date made:	12 December 2024
Last review date:	-
Ceased date:	In use.

Target Market

Customers in the target market are businesses (including Sole Traders, Partnerships, Companies) and Associations who:

- wish to provide, or have previously required, a surety to a beneficiary that obligations will be met, without needing to provide an immediate cash payment to the beneficiary by way of a cash-backed Bank Guarantee
- will deposit funds that will be held in the account as security for the Bank Guarantee and will have no access to these funds whilst the Bank Guarantee remains in effect.
- understand the terms of the Bank Guarantee and acknowledge that the cash security will be called on by Beyond Bank Australia if the beneficiary exercises their rights under the guarantee;

Customers in the target market may or may not have previous experience with bank accounts and will therefore have differing levels of knowledge and experience with bank accounts, including very little or no such experience.

Customers should not obtain this Product if they:

- are not obtaining or requiring a cash-backed Bank Guarantee with Beyond Bank Australia

Distribution Conditions

The Product may be advertised by us on our website, in our branches and through various media channels including online.

The Product can be distributed to customers by those members of our staff who are suitably trained in the product.

The Product can be distributed by third party providers who have been authorised by us to do so by the bank directly to customers.

Distribution will only occur after the customer's eligibility for the product has been determined.

Review Triggers

The following review triggers apply for this Product:

- Material changes to the Product terms and conditions, including any changes that introduce new fees and charges or increase existing fees and charges materially.
- Number of customer complaints alleging that the Product was unsuitable for the customer by reason of the product features or terms.

Review Period

An initial review of this Target Market Determination will occur within 12 months.

This Target Market Determination is then to be reviewed at least every 24 months.

The Product Manager is responsible of initiating the review process at least one month prior to the end of each review period.

Information Reporting

The following table sets out the information which we require to be reported to us in respect of the Product by persons who engage in retail distribution conduct in respect of the product.

Unless otherwise stated, the first reporting period commences on **12 December 2024** and each subsequent reporting period commences at the end of the prior reporting period.

Information required to be reported	Who is required to report?	How frequently is report required (reporting period)?	How reported?
The number of complaints received in relation to the Product during the reporting period	Products (in respect of complaints lodged with the bank directly) and any other third party providers who distribute the product.	Quarterly	By email to Product Manager at productoperations@beyondbank.com.au

Revision management

Date	Action	Current Version
12 December 2024	TMD made.	1.0