

ANZ FARM MANAGEMENT DEPOSIT

TARGET MARKET DETERMINATION

PURPOSE OF THIS DOCUMENT

ANZ is legally required to prepare this Target Market Determination (TMD). The TMD describes the class of customers the product has been designed for, the conditions under which the product must be distributed and how ANZ will review this document so it remains appropriate.

TARGET MARKET

ANZ has identified the target market for ANZ Farm Management Deposit and the key attributes of the product that meet the needs, objectives and financial situation of customers in the target market as follows:

ANZ Farm Management Deposit (FMD Product) has been designed for customers who:	Key attributes of ANZ Farm Management Deposit that make the product appropriate for the target market:
<ul style="list-style-type: none">• Are individual customers who run a primary production business in Australia who is eligible for the "Farm Management Deposit Scheme" established under the Income Tax (<i>Farm Management Deposits Regulations 1998</i> (Cth));	<ul style="list-style-type: none">• Eligibility: Customers must be individuals running a primary production business in Australia, with taxable non-primary production income below a specified threshold.
<ul style="list-style-type: none">• Want to take the benefit of the Farm Management Deposit Scheme;	<ul style="list-style-type: none">• Operation: The FMD Product makes it possible for eligible customers to receive tax concessions under the Farm Management Deposit Scheme, if the customer uses the product to qualify for concessions under that scheme.
<ul style="list-style-type: none">• Have funds in excess of the minimum account opening amount; and	<ul style="list-style-type: none">• Minimum and Maximum balance: Customers must meet the minimum account opening amount and the total balance of all Farm Management Deposits held by the customer that are subject to the Farm Management Deposit Scheme must not exceed the maximum deposit limit at any time.
<ul style="list-style-type: none">• Want to place those funds on deposit for a period of at least 365 days and who expect not to require access to the funds during that period.	<ul style="list-style-type: none">• Term: Funds deposited in the FMD Product must be held in the FMD product for a minimum term of 365 days in order for customers to receive tax concessions under the Farm Management Deposit Scheme.• Limited transactional ability: The FMD Product must be linked to a nominated ANZ account to which interest is credited and from which fees are deducted. The FMD Product is not intended to operate as a transactional bank account. A minimum withdrawal amount applies and withdrawal can only be made at ANZ Branches (Farm Management Deposit accounts cannot be accessed through electronic banking).

DISTRIBUTION CONDITIONS

ANZ applies the following conditions and restrictions to the distribution of ANZ Farm Management Deposit so that the product is likely to be provided to customers in the target market.

These conditions and restrictions:

- limit the channels through which the product can be provided;
- ensure those who distribute the product are adequately trained and accredited; and
- ensure ANZ only distributes the product in accordance with a consistent application and assessment process.

	Condition	How does this make the distribution appropriate?
Channel	<p>ANZ Farm Management Deposit can only be provided to customers through the following channels:</p> <ul style="list-style-type: none"> • ANZ Commercial; • ANZ National Business Centre; • ANZ Branches; and • ANZ Private. <p>ANZ Farm Management Deposit cannot be distributed by third parties.</p>	<p>By limiting channels, ANZ can ensure that applications for ANZ Farm Management Deposit are only received through channels that are subject to appropriate conditions, controls and/or monitoring.</p>
Training & Accreditation	<p>ANZ Farm Management Deposit can only be provided to customers by ANZ directly, or through authorised ANZ staff who are accredited and trained.</p>	<p>By applying training and accreditation standards to ANZ staff who distribute the product, ANZ is ensuring:</p> <ul style="list-style-type: none"> • background checks are conducted on relevant individuals; • those distributing the product hold appropriate qualifications, are authorised to engage in distribution activities and are appropriately trained and accredited to ANZ standards; and • those distributing the product understand the distribution process ANZ requires them to follow, as well as the legislative framework relevant to their activities.
Process	<p>ANZ Farm Management Deposit can only be provided to customers by following ANZ's customer application and product selection process, including making relevant enquiries into the customer's product needs.</p>	<p>By applying its application and product selection process, ANZ makes enquiries to determine whether the product is consistent with the likely needs, objectives and financial situation of the customer.</p>

REVIEW OF THE TARGET MARKET DETERMINATION (TMD)

ANZ will review the TMD periodically to ensure it remains appropriate.

Periodic Reviews of the TMD	Timing
<ul style="list-style-type: none">Initial review	<ul style="list-style-type: none">No later than 18 months from the date the TMD is made.
<ul style="list-style-type: none">Subsequent ongoing review	<ul style="list-style-type: none">No later than 18 months from the date of the previous review.

Review Triggers

In addition, ANZ will review this document earlier if one or more of the following occurs, where they reasonably suggest that the TMD is no longer appropriate:

- There is a material change to the product or its distribution. For example, a change to a key product attribute or a material change to a distribution channel.
- There is a change in law (including, without limitation, the Farm Management Deposit Scheme) or its application, a change in relevant industry code, an AFCA determination, a court decision, or ASIC, ATO or other regulatory guidance or action that materially affects the product. For example, if a change in the law requires ANZ to change or remove a key product attribute or a product intervention order is made by ASIC in respect of the product.
- There is a significant increase beyond expected levels in complaints or disputes, or a significant change in the nature of complaints or disputes relating to the product.
- ANZ has information about the way in which the product is being distributed, operating or being used by customers that reasonably suggests the TMD is no longer appropriate. For example, ANZ will monitor the number of accounts that customers opt to close shortly after the product is issued.
- Any other event occurs or information is received (for example, significant dealings in the product that are not consistent with the TMD) that reasonably suggests the TMD is no longer appropriate.

REPORTING

Regulated persons must provide the following information to ANZ:

Category	Description	Reporting period	Reporting timeframe
Complaints	<ul style="list-style-type: none">• Whether any complaints relating to the product were received during the reporting period; and• If so:<ul style="list-style-type: none">- the number of complaints received during the reporting period; and- the substance of those complaints and any general feedback relating to the product or its performance.	Every calendar quarter.	As soon as practicable and in any case within 10 business days of the relevant reporting period.

IMPORTANT INFORMATION

This target market determination is not a recommendation, opinion or advice that any person acquire the product or is within the target market for the product. It does not summarise the terms or risks of the product and is not an offer of, or invitation to apply for, the product to any person in Australia or elsewhere. It does not set out all obligations of regulated persons in relation to the product or this target market determination. Go to <https://www.anz.com.au/support/rates-fees-terms/target-market-determinations> for more information about target market determinations. Go to <https://www.anz.com.au/business/accounts/specialist-accounts/farm-management-deposits/> for information about the product.