

Target Market Determination (TMD)



Product	Farm Management Deposit Account (FMDA)
Issuer	Queensland Country Bank Limited ABN 77 087 651 027 (Queensland Country Bank) AFSL/Australian Credit Licence 244 533
Date of Target Market Determination (TMD)	27 March 2025

Target Market

Description of target market

Current and future Members of Queensland Country Bank who are looking to have an account where they can lock in funds and an interest rate for a pre-determined minimum period. Members must be Australian Citizens or have a valid Australian Visa and meet Queensland Country Bank's Know Your Customer and anti-money laundering/counter terrorism financing (AML/CTF) requirements.

Description of product, including key attributes

Farm Management Deposit Account to lock in funds and interest rate for a minimum period of 12 months

- Flexible terms (from three months up to two years)
- Choose how your interest is paid - monthly, annually or at maturity
- \$1,000 minimum deposit
- \$800,000 maximum holding*
- No monthly account service fee
- If whole or part of the balance is withdrawn prior to maturity an early redemption fee may apply. Refer to the Account and Access Facility Conditions of Use for further information.

Description of likely objectives, financial situation and needs of consumers in the target market

This product is designed for Members and future Members of Queensland Country Bank who:

- Are a primary producer who have no more than \$100,000 in taxable non-primary production income within the income year that a deposit is made;
- Does not exceed a balance of \$800,000 in total FMDA's;
- Want to grow their money by earning interest over a fixed term, at a fixed rate of interest, and do not require access to their funds during the term;
- Want to take advantage of the tax benefits under the Government's Farm Management Deposit Scheme; and

* This threshold applies at an aggregated level, where a primary producer holds more than one FMDA with one or more FMD providers

Target Market

Classes of consumers for whom the product is clearly unsuitable

This product is not suitable for Members or future Members who:

- Are not primary producers
- Are companies or other entities
- Do not meet the afore-mentioned target market determination criteria

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Distribution Conditions

Distribution conditions

Queensland Country will distribute the Farm Management Deposit Account directly via the following channels:

- In person communications (including in branch)
- Online
- Phone

Marketing of the Farm Management Deposit Account may include website and other media channels such as online, radio, TV and paper articles.

The distribution of the Farm management Deposit Account is to be:

- Completed by appropriately authorised staff
- All publicly facing material (including printed and online) which includes clear information on the account's facilities, features, fees and directions to obtain the disclosure documents

Why the distribution conditions and restrictions will make it more likely that the consumers who acquire the product are in the target market

Irrespective of the distribution channel, this account cannot be opened by Members without meeting the key eligibility requirements.

The distribution channels, conditions, and restrictions will make it more likely that the customer will clearly understand the product suitability at the time of acquisition, making it more likely to be in the target market.

These conditions include measures such as:

- Suitability and eligibility questions on application
- Training and authorisation of representatives in our distribution network for this product
- Systems and processes that support our suitability and eligibility assessments

Reviewing this Target Market Determination

We will review this Target Market Determination in accordance with the below:

Initial review

Within twelve (12) months of the effective date

Periodic reviews

Review to be undertaken each 12-month period thereafter, after the initial commencement date

Review triggers or events

The review triggers that would reasonably suggest that the TMD is no longer appropriate are:

- A significant dealing of the product to consumers outside of the target market occurs
- Feedback from Members, where applicable
- A systemic issue identified across the product lifecycle
- External events such as adverse media coverage or regulative attention
- Material change(s) to the product features, benefits, fee structure or the terms and conditions

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Reviewing and monitoring this Target Market Determination

We will collect and review/report on the following information in relation to this TMD

Complaints

All complaints in relation to this product on a monthly basis. This will include written details of the complaint.

Significant dealing(s)

Report if we become aware of a significant dealing in relation to the product that is inconsistent with the TMD, as soon as practicable and in any case within 10 business days.

Material Change

Review any material detrimental member impact from product changes at the time of effective material change.