

# Target Market Determination

## ▶ Product Information

<p><b>Retail Product:</b> <i>About the product.</i></p>	<p><b>Volt Retail Term Deposit</b> <span style="float: right;"><b>Product Code: 6001</b></span> is a term deposit account issued by Volt Bank to retail customers, that has a fixed term from 1 month to 5 years with a guaranteed fixed interest rate for the term selected.</p>
<p><b>Terms and Conditions:</b> <i>Please click on the links.</i></p>	<p><a href="http://www.voltbank.com.au/globalassets/pdf/term-deposits/volt-042-volt-term-deposits-v1.pdf">http://www.voltbank.com.au/globalassets/pdf/term-deposits/volt-042-volt-term-deposits-v1.pdf</a></p>
<p><b>About this TMD</b></p>	<p>This Target Market Determination (TMD) document is not intended to give financial advice as it does not take into account any person's individual objectives, financial situation or needs. Please refer to our Terms and Conditions before deciding if the product is suitable for you. Our product terms and conditions will also be provided to you upon request.</p> <p>This TMD aims to provide an understanding of the class of customers (the Target Market) we have designed this product for. When considering the target market, we focused on our customers' objectives, financial situation, and needs within this class of people for whom we believe this product to be suitable.</p>

## ▶ Target Market

<p><b>Target Market:</b> <i>Who are the class of customers this product has been designed for?</i></p>	<p>Volt Retail Term Deposits have been designed for people over the age of 18 who are comfortable making deposits and withdrawals electronically and managing their account using digital-only means (e.g. mobile applications or APIs) available from Volt or their referring Partners.</p>
<p><b>Suitability:</b> <i>Who is this product suitable for?</i></p>	<p>Volt Retail Term Deposits are suitable for people who are:</p> <ul style="list-style-type: none"> <li>• individuals (for personal, sole trader business or as a Trustee of a SMSF);</li> <li>• happy to have the account operated under Power of Attorney or an authorised third party;</li> <li>• wanting to earn a competitive interest rate;</li> </ul>

	<ul style="list-style-type: none"> <li>wanting to deposit funds with a fixed term from 1 month up to 5 years with a guaranteed fixed interest rate for the whole term; and</li> <li>are comfortable using technology to make or receive payments.</li> </ul>
<p><b>Not suitable:</b> <i>Who is this product not suitable for?</i></p>	<p>Volt Retail Term Deposits are not suitable for people who:</p> <ul style="list-style-type: none"> <li>are looking to access their money anytime</li> <li>want to add extra deposits to the account during the fixed rate term</li> <li>looking to take advantage of interest rate rises during the fixed rate term.</li> <li>want to deposit more than \$245,000;</li> <li>want to withdraw or deposit funds by cheque or to deposit cash; or</li> <li>may need to visit a branch, for example to get help using their account.</li> </ul>

 **Distribution**

<p><b>Distribution Conditions and Restrictions:</b> <i>Details the conditions of this Retail Product.</i></p>	<p>This product should only be distributed to individuals that are:</p> <ul style="list-style-type: none"> <li>at least 18 years of age; and</li> <li>an Australian resident.</li> </ul>
<p><b>Distribution channels</b> <i>Details the channels of this Retail Product.</i></p>	<p>This product is designed to be distributed via our referring partners, through digital channels which can be operated by:</p> <ul style="list-style-type: none"> <li>Volt directly (e.g. Volt App);</li> <li>Volt’s referring Partners; or</li> <li>Volt’s Authorised Representatives.</li> </ul>
<p><b>Marketing and Promotion Conditions</b> <i>Details the conditions of marketing and promoting this Retail Product by the distributors.</i></p>	<p>All marketing and promotional material released to the target market by any distributor of this product must be approved by Volt.</p> <p>Advertising material includes:</p> <ul style="list-style-type: none"> <li>Internet advertising and website content, including banner ads, video streaming and social networking;</li> <li>Social media and internet discussion sites;</li> <li>Mobile phone messaging;</li> <li>Product brochures and promotional fact sheets;</li> </ul>

- Direct email or digital messaging; or
- Promotional material offered by our referring Partners.

## ▶ Review

<p><b>Periodic reviews:</b></p>	<p>Volt will review this document every 2 years from the effective date to ensure it remains appropriate, or earlier if other circumstances occur which trigger the need to review the TMD.</p>
<p><b>Review triggers:</b> <i>These are events that may trigger an early review and suggest the TMD is no longer appropriate for our target market.</i></p>	<p>The distribution of this product will be reviewed, and if necessary changed or withdrawn, if Volt determines that a material event or circumstance has occurred, which may include:</p> <ul style="list-style-type: none"> <li>• Us receiving a significant number of customer complaints regarding the terms and conditions of this product;</li> <li>• Volt determining that product features (for example interest and charges) are not operating in accordance with the terms and conditions, or have significantly changed and are not consistent with this TMD;</li> <li>• Us receiving consistent distributor feedback or reporting which suggests this product does not meet this TMD;</li> <li>• us identifying significant dealing in or distribution of this product outside of the suitability, conditions and restrictions of this TMD; or</li> <li>• a regulator requiring some or all of the activities involved in distribution of this product to be changed or withdrawn.</li> </ul> <p>Volt will notify ASIC within 10 business days after becoming aware of any material event or circumstance triggering a review of this TMD.</p>
<p><b>Distribution Information:</b> <i>This is information obtained about distribution feedback and performance to enable Volt to assess and decide whether the TMD may no longer be appropriate.</i></p>	<p>Volt will reassess the TMD to determine whether it is still appropriate based on the reporting from referring partners, or consistent feedback from referring partners or customers which suggests that the TMD may no longer be appropriate.</p>