

# Informal Overdraft

## Target Market Determination

This Target Market Determination (TMD) is required under section 994B of the Corporations Act 2001 (Cth). It sets out the target market for the product, triggers to review the target market and how the product is distributed.

This document is not a Product Disclosure Statement (PDS) and is not a summary of the product features or substitute for the product's terms and conditions or other disclosure documents. This TMD does not consider any person's individual objectives, financial situation or needs.

Issuer	Unity Bank Limited, ABN 72 087 650 637, AFSL & Australian Credit Licence 238311		
Effective Date	7 March 2025	Next Review Date	7 March 2027
Target Market	Description of Target Market		
	Retail customers who: <ul style="list-style-type: none"> <li>▪ are existing members and have an eligible transaction or savings account</li> <li>▪ are aged 18 year or more</li> </ul>		
	Description of Product, including key attributes		
	This is an informal overdraft with a number of key attributes: <ul style="list-style-type: none"> <li>▪ when there is not enough money in the account to process a payment, Unity Bank may at its sole discretion approve or decline the payment to allow the account to be temporarily overdrawn</li> <li>▪ no requirement to establish an approved overdraft credit facility</li> <li>▪ a fee will be charged when the account is overdrawn (except in certain circumstances)</li> <li>▪ interest is charged on any amount which is overdrawn</li> </ul> Additional features, fees, charges, or conditions other than those displayed in this document may be available or applicable. This document must be read together with the Account and Access Facilities Terms and Conditions, Summary of Account and Access Facilities, Fees and Charges Schedule and Interest Rate Schedule.		
	Suitability, Needs, Objectives and Financial Situation		
	This product has been designed for those wanting an occasional informal overdraft to assist with managing cashflow shortfalls. The <u>crosses indicate</u> where the product is <u>not suitable</u> for retail customers.		
	Seek assistance to cover irregular, temporary or short-term fluctuations in cashflow		
Are aware that approving and declining of such payments is at the sole discretion of the Bank			✓
Have a confirmed, pending source of funds that will clear the overdraft			✓
Seek assistance to cover regular or long-term shortfalls in cashflow			✗

<p>Distribution Conditions</p>	<p>This product is designed to be distributed through the following channels:</p> <ul style="list-style-type: none"> <li>▪ online through our website</li> <li>▪ online through relevant third-party comparison sites</li> <li>▪ targeted advertising</li> <li>▪ by phone or email through our Contact Centre</li> <li>▪ in person through our Service Centres</li> </ul> <p>This product can only be issued to those who are eligible and meet the minimum account criteria. All applicants must be:</p> <ul style="list-style-type: none"> <li>▪ aged 18 years or older</li> <li>▪ a permanent resident of Australia; and</li> <li>▪ able to meet our identity verification requirements</li> </ul> <p>Only representatives who have the appropriate levels of authority may advise on and distribute this product. They will have been trained on this product and in particular, the target market and relevant acceptance criteria.</p> <p>All distribution channels are subject to appropriate controls and/or monitoring.</p>													
<p>Reviewing this Target Market Determination</p>	<p>The initial review of this document is within 12 months of product launch. Periodic reviews will be completed every 24 months from the last review.</p> <p>We may also review this TMD sooner 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:</p> <table border="1" data-bbox="320 972 1538 2123"> <thead> <tr> <th data-bbox="320 972 608 1032">Review Trigger</th> <th data-bbox="608 972 1538 1032">Description</th> </tr> </thead> <tbody> <tr> <td data-bbox="320 1032 608 1352"> <p><b>Customer Trends</b></p> </td> <td data-bbox="608 1032 1538 1352"> <p>Trends in customer outcomes that are significantly inconsistent with the intended product performance that reasonably suggests the TMD is no longer appropriate including:</p> <ul style="list-style-type: none"> <li>▪ number of accounts that customers opt to close shortly after the product is issued;</li> <li>▪ number of accounts that appear inactive shortly after the product is issued; and</li> <li>▪ unexpected changes in sales trends</li> </ul> </td> </tr> <tr> <td data-bbox="320 1352 608 1476"> <p><b>Complaints</b></p> </td> <td data-bbox="608 1352 1538 1476"> <p>Unexpected trends in complaints received from customers in relation to the use of the product including the understanding of risks, conditions suitability and/or key attributes.</p> </td> </tr> <tr> <td data-bbox="320 1476 608 1599"> <p><b>Incidents and breaches</b></p> </td> <td data-bbox="608 1476 1538 1599"> <p>Where deficiencies are identified in the products' design, distribution or disclosure documentation as a result of incidents related to potential breaches of legal or regulatory obligations.</p> </td> </tr> <tr> <td data-bbox="320 1599 608 1995"> <p><b>Material product or distribution channel change</b></p> </td> <td data-bbox="608 1599 1538 1995"> <p>Where material changes are made to the products' key attributes or terms and conditions through any of the distribution channels including but not limited to:</p> <ul style="list-style-type: none"> <li>▪ Adding, removing or changing a key attribute</li> <li>▪ A material pricing change to the associated fees and/ or charges which impacts the overall value proposition</li> <li>▪ A change in our acceptance criteria that impacts on the suitability of the product for the target market;</li> <li>▪ A substantial change to the distribution strategy or channel(s) of the product.</li> </ul> </td> </tr> <tr> <td data-bbox="320 1995 608 2123"> <p><b>External events</b></p> </td> <td data-bbox="608 1995 1538 2123"> <ul style="list-style-type: none"> <li>▪ There is a change in law or its application, a change in relevant industry code, an AFCA determination, a court decision, or ASIC or other regulatory guidance or action that materially affects the product.</li> </ul> </td> </tr> </tbody> </table>		Review Trigger	Description	<p><b>Customer Trends</b></p>	<p>Trends in customer outcomes that are significantly inconsistent with the intended product performance that reasonably suggests the TMD is no longer appropriate including:</p> <ul style="list-style-type: none"> <li>▪ number of accounts that customers opt to close shortly after the product is issued;</li> <li>▪ number of accounts that appear inactive shortly after the product is issued; and</li> <li>▪ unexpected changes in sales trends</li> </ul>	<p><b>Complaints</b></p>	<p>Unexpected trends in complaints received from customers in relation to the use of the product including the understanding of risks, conditions suitability and/or key attributes.</p>	<p><b>Incidents and breaches</b></p>	<p>Where deficiencies are identified in the products' design, distribution or disclosure documentation as a result of incidents related to potential breaches of legal or regulatory obligations.</p>	<p><b>Material product or distribution channel change</b></p>	<p>Where material changes are made to the products' key attributes or terms and conditions through any of the distribution channels including but not limited to:</p> <ul style="list-style-type: none"> <li>▪ Adding, removing or changing a key attribute</li> <li>▪ A material pricing change to the associated fees and/ or charges which impacts the overall value proposition</li> <li>▪ A change in our acceptance criteria that impacts on the suitability of the product for the target market;</li> <li>▪ A substantial change to the distribution strategy or channel(s) of the product.</li> </ul>	<p><b>External events</b></p>	<ul style="list-style-type: none"> <li>▪ There is a change in law or its application, a change in relevant industry code, an AFCA determination, a court decision, or ASIC or other regulatory guidance or action that materially affects the product.</li> </ul>
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Reporting	<p>We will collect and record details of:</p> <ul style="list-style-type: none"> <li>▪ Product related complaints received each month from customers or distributors.</li> <li>▪ Any significant dealing which is not consistent with this TMD. Reporting must be within 10 business days of becoming aware of any such dealing.</li> </ul>	