



**Northern Inland**  
C R E D I T U N I O N

# Target Market Determination

Smart Start Account

Effective Date: 01 July 2024

Status: Current

## Purpose of this document

Northern Inland Credit Union (NICU) is legally required to prepare this Target Market Determination (TMD). The TMD describes the class of customers the products have been designed for, the conditions under which the products must be distributed, and how NICU will review this document to ensure it remains appropriate. The TMD is not a substitute for the product's terms and conditions or other disclosure documents.

Go to <https://www.nicu.com.au/disclosures> for more information about each of the savings account products.

Category	Description
<b>Product</b>	This TMD applies to the Smart Start Account
<b>Issuer</b>	Northern Inland Credit Union Limited   ACN 36 087 422 AFSL/Australian Credit Licence Number 235022
<b>Target Market</b>	<p>This product has been designed for individuals who are between the ages of 18 to 29 and:</p> <ul style="list-style-type: none"> <li>• want a savings account earning interest on balances;</li> <li>• want the ability to earn bonus interest when they meet the bonus interest criteria from time to time;</li> </ul>
<b>Product Description</b>	<p>A savings account with the following key attributes:</p> <ul style="list-style-type: none"> <li>• must be between the ages of 18 to 29;</li> <li>• the ability to earn interest on deposited funds plus conditional bonus interest when conditions are met;</li> <li>• the requirement to receive a payroll credit of a minimum of \$1,500 electronically deposited into the account each month to earn bonus interest;</li> <li>• access to funds via the Northern Inland App, Online Banking, and Branch access; and</li> <li>• no ongoing monthly service fee, but other fees and charges may apply.</li> </ul> <p>Refer to our <a href="#">Disclosures</a> for further information on interest rates, product fees, and terms and conditions.</p>

<b>Appropriateness Statement</b>	<p>The product is appropriate for the target market on the basis that the key attributes of the product listed in this determination directly address the objectives, financial situation and needs of consumers in the target market as described in this determination.</p>						
<b>Distribution Conditions</b>	<p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> <li>• Branches</li> <li>• Contact centre</li> <li>• Online</li> </ul> <p>NICU applies the following conditions and restrictions to the distribution of these products so that the it is likely to be provided to members in the target market:</p> <ul style="list-style-type: none"> <li>• Ensuring that retail clients meet the eligibility requirements for the product</li> <li>• Ensuring that distribution through branches, call centres, and NICU website applications, is by appropriately trained staff.</li> </ul>						
<b>Review of the TMD</b>	<p>NICU will review the TMD periodically to ensure it remains appropriate.</p> <table border="1" data-bbox="553 1052 1463 1314"> <thead> <tr> <th data-bbox="553 1052 963 1100">Periodic Reviews of the TMD</th> <th data-bbox="963 1052 1463 1100">Timing</th> </tr> </thead> <tbody> <tr> <td data-bbox="553 1100 963 1209"><b>Initial review</b></td> <td data-bbox="963 1100 1463 1209">Six months after the effective date of the TMD first being issued</td> </tr> <tr> <td data-bbox="553 1209 963 1314"><b>Subsequent ongoing review</b></td> <td data-bbox="963 1209 1463 1314">No later than 2 years from the date of the previous review</td> </tr> </tbody> </table> <p>In addition, NICU will review this document earlier if one or more of the following occurs, or where we reasonably suggest that the TMD is no longer appropriate:</p> <ul style="list-style-type: none"> <li>• a material change to the product or the terms and conditions of the product which would cause the TMD to no longer be appropriate</li> <li>• a significant increase in the levels of complaints or disputes from members in relation to their purchase or use of the product</li> <li>• 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 affect the product</li> <li>• Any other event occurs or information is received that reasonably suggests the TMD is no longer appropriate</li> </ul>	Periodic Reviews of the TMD	Timing	<b>Initial review</b>	Six months after the effective date of the TMD first being issued	<b>Subsequent ongoing review</b>	No later than 2 years from the date of the previous review
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**Distribution Reporting Requirements**

The following information must be provided to NICU by third party distributors who engage in retail product distribution conduct in relation to this product within the required timeframes:

Type of information	Description	Reporting period
<b>Significant dealing(s)</b>	Date range of the significant dealing(s) and description (eg. why it is not consistent with the TMD).	As soon as practicable, and in any case within 10 business days after becoming aware.
<b>Complaints</b>	Number of complaints and the substance of those complaints	Monthly.