

# Target Market Determination

This document is a target market determination ("TMD") made by Rivwest Finance Limited ABN 85 073 358 666. AFSL 497169. Australian Credit Licence 386803 (the "Issuer"), the issuer of the product covered by this TMD (the "Product").

The Issuer is required by section 994B of the *Corporations Act 2001* (Cth) to make this TMD.

This TMD was made or last updated on **1<sup>st</sup> October 2021**.

## 1. Product

Name of the Product: **Second Ranking Fixed Term Investment**

Type of the Product: Fixed Term Investment

Key attributes of the Product:

- Ability to earn interest on deposited funds for a fixed period at a fixed rate,
- The requirement to deposit funds,
- The inability to withdraw funds during the fixed period without charge

## 2. Target market

The retail clients who comprise the target market for the Product are:

- A person who may seek to deposit funds and earn a fixed rate of interest over a fixed-term, and who will not require access to their funds during this period

The likely objectives, financial situation and needs of consumers in the target market for the Product are:

<b>Objectives</b>	To earn interest on their funds invested
<b>Financial situation</b>	A person that has access to funds to deposit into the account
<b>Needs</b>	To earn interest on funds that can be locked away for a fixed period

The Product is likely to be consistent with the likely objectives, financial situation and needs of consumers in the target market for the Product because:

A second ranking fixed term investment account with the following key attributes:

- The ability to earn interest on deposited funds for a fixed period at a fixed rate,
- The requirement to deposit funds, and
- The inability to withdraw funds during the fixed period without charge

### **3. Distribution**

The conditions and restrictions on retail distribution of the Product are:

Direct through Rivwest Finance Limited approved communication channels, including telephone, email and direct contact.

The potential investor must be given a copy of the most recent Prospectus and current application form, which has the Rivwest privacy notice on the reverse.

These distribution conditions will make it likely that the consumers who acquire the Product are in the target market, because:

A staff member will deal directly with the client either by telephone, email or in person to ensure that the product is suitable for their circumstances.

### **4. When this TMD may no longer be appropriate**

The events or circumstances that would reasonably suggest that this TMD is no longer appropriate (a "Review Trigger") are:

- a change in law which materially affects the product design or distribution
- a material change to the product that is likely to result in the determination no longer being appropriate for the target market
- evidence, as determined by the issuer, of the performance of the of the product, in practice, that may suggest that the product is not appropriate for the target market
- complaints (in number or significance) in relation to the terms of this product,
- a material pattern of dealings in the product that is not consistent with the determination
- a notification from ASIC requiring immediate cessation of product distribution or particular conduct in relation to the product.

### **5. TMD review periods**

After the TMD is made, the first review of the TMD will be made within 12 Months.

After the first review of the TMD, each following review of the TMD will be made annually.

The Issuer will also review the TMD if a Review Trigger has occurred or if any other event or circumstance has occurred that would reasonably suggest that the TMD is no longer appropriate, and the Issuer knows about this event or circumstance. The Issuer will review the TMD within 10 business days after it first knows about the event or circumstance.

### **6. Complaints reporting**

The Managing Director must at the end of each half year in a financial year report to the Board in writing:

- (a) whether Rivwest received complaints in relation to the product during the half year; and
- (b) the number of complaints received (if any).