

# Target Market Determination

All In One

Effective date: 3 May 2022

## About this document

This product is not regulated by the Design and Distribution Obligations (DDO) under Pt 7.8A of the Corporations Act 2001 (Cth)

This Target Market Determination (TMD) and the All In One product referred to in this TMD are not subject to DDO laws. While the DDO regime does not require a TMD to be prepared for this product, this document has been prepared to help distributors maintain the customer-centric approach of the DDO regime and consumers obtain appropriate financial products.

### When to use this target market determination

This target market determination (TMD) seeks to offer clients, distributors and staff with an understanding of the class of clients for which this product has been designed, having regard to the client's objectives, financial situation and needs.

This document is not intended to provide financial advice. Clients must refer to the All In One Standard Line of Credit Terms and Conditions of Use which outline the relevant terms and conditions under the product.

### Date from which this target market determination is effective

3 May 2022.

## Class of clients that fall within this target market

The information below summarises the overall class of clients that fall within the target market for this product, based on the product's key attributes and the objectives, financial situation and needs of the client that it has been designed to meet.

### Class of clients

The All In One has been designed for clients who are seeking finance to fund or expand farming business or investments using a line of credit facility.

### Product description and key attributes

The All In One is a lending product that combines a revolving line of credit facility with transactional banking access for clients in the food or agribusiness industry to fund or expand their farming business or investments.

The key attributes of this product are:

- Transaction, overdraft and term loan facilities in a single account
- Choice of variable, fixed interest rates or split loan (part variable and part fixed interest rate)

**Variable loan interest rates** can increase and decrease in line with the market. This option may be more appropriate for individuals who are able to sustain repayments where the interest rate rises while benefiting where the interest rate falls.

**Fixed loan interest rates** are set for a period of time. This option may be more appropriate for individuals who want the peace of mind that the repayment amount will stay the same during the specified term. This option may not be suitable for individuals who do not want to incur a fixed rate break cost which may be payable when the fixed rate loan is repaid before maturity.

- Fixed rates available for terms of 1 month to 5 years
- Ability to forward book fixed rates enabling clients to manage interest rate risk
- No minimum repayments up to the facility limit
- Penalty free early repayments on the variable portion of the loan
- Online banking functionality to make and receive payments as well as account maintenance including interface with other financial management software
- Convenient local and global access to funds via mobile banking, Visa Debit Card, Visa payWave, ATM, BPAY®, EFTPOS, Bank@Post and cheque book
- Bank Bill Rate (BBSY) fixed or variable pricing options available for loans over \$10 million

### Needs

The All In One has been designed for clients who:

- Require flexibility to draw down, repay and redraw again without the need to apply for individual loans
- Want the option of flexible repayments to maximise cash flow
- Want the option to choose between a fixed interest rate, a variable interest rate or a split loan (part fixed and part variable) to respond to a changing interest rate environment
- Require the ability to transact and manage facility via online banking or mobile app
- Require transactional access to funds

### Objectives

The All In One has been designed for clients who are seeking finance to wholly or predominately fund or expand their farming business or investments.

### Financial situation

The All In One has been designed for clients who:

- Are able to meet Rabobank lending serviceability requirements
- Have the appropriate security for the funds borrowed
- Are able to pay the associated fees and charges of the loan

### Consistency between target market and product

This product is likely to be consistent with the likely objectives, financial situation and needs of the class of clients in the target market. This is based on an analysis of the key terms, features and attributes of the product and a finding that these are consistent with the likely objectives, financial situation and needs of the identified class of clients.

## Applications are subject to Rabobank Approval

Applications for an All In One are open to clients who meet the following requirements:

- Farmers and / or food and agribusinesses only
- Clients must be at least 18 years old

We may waive any of these requirements at our discretion.

## How this product is to be distributed

### Distribution conditions

This product has been designed to be distributed through the following means:

- Via Rabobank Branches through Account Managers. Enquiries received by the Rabobank Call Centre are forwarded to the Account Managers in the relevant branch.

This product should only be distributed under the following circumstances:

- Where clients meet Rabobank's lending requirements

### **Adequacy of distribution conditions and restrictions**

By distributing the product through our trained Account Managers, we are able to provide the client with relevant information about the product so that they are able to determine whether it meets their financial situation, needs and objectives. This makes it likely that clients who acquire the product are in the target market.

We have therefore determined that the distribution conditions and restrictions are appropriate and will make it likely that clients who purchase the product are in the class of clients for which it has been designed.