NetLink Direct TARGET MARKET DETERMINATION



Level 1, 231 North Quay, Brisbane Qld 4000. PO Box 13003, George Street Qld 4003 | Phone: 13 77 28 | Email: info@qbank.com.au Website: qbank.com.au | QPCU Limited T/A QBANK | ABN 79 087 651 036 | AFSL / Australian Credit Licence 241413 | BSB: 704 052

Product	NetLink Direct					
Issuer	QPCU Limited trading as QBANK ABN 79 087 651 036 AFSL / ACL 241413 (we, us, our and QBANK)					
Date of Issue	31 January 2025					
About this Document	This Target Market Determination (TMD) is required under section 994B of the <i>Corporations Act 2001</i> (Cth) This document is not intended to be a summary of the product features, eligibility criteria, fees or terms and conditions for the product, and is not intended to provide financial advice. Reference must still be made to any supplementary documents which set out the relevant terms and conditions and fees and					
	charges when making a decision about this product.					
Target Market	1.1 This TMD sets out the target market for our NetLink Direct product.					
	1.2	This product is an interest earning online savings account which offers key features that allow Members* to save whilst still having the freedom and flexibility to access their money. This product is a self-service account. The key features include:				
		(a)	no transaction fees;			
		(b)	no monthly account fees;			
		(c) variable interest rate;				
		(d)	unlimited free internet transfers;			
		(e)	instant payments with Osko and PaylD; and			
		(f)	24/7 account access via internet, app or SMS banking.			
	1.3 QBANK does not encourage Members to apply for this product if the above key features do not align with their objectives and requirements. This product is not suitable for Members who do not hold internet banking access.					
Distribution	2.1	Distribution Conditions				
Conditions		(a)	This product is distributed by QBANK through the below channels:			
			(i) QBANK branch locations in Brisbane City and Oxley;			
			(ii) QBANK Member Service Centre by calling 13 77 28;			
			(iii) QBANK New Member online application.			
		(b)	To ensure this product will be distributed to Members within the target market, QBANK will:			
			(i) be selective regarding distributors;			
			(ii) implement targeted advertising;			
			(iii) provide specific content about this product on its website;			
			(iv) ensure authorised bankers are adequately trained; and			
			(v) provide guidance for distributors.			
	2.2	Supervision and Monitoring				
		(a)	QBANK is able to supervise and monitor the distribution of this product through review triggers which highlight any issues with distribution e.g. where the product potentially has been distributed outside of the target market.			

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	2.3	Conflict of Interest			
		(a)	QBANK has taken steps to ensure that its remuneration and incentive structures for this product do not result in distribution that is inconsistent with the TMD.		
Review Triggers	3.1	There may be events and circumstances (called 'review triggers') that would reasonably suggest that this TMD is no longer appropriate. These review triggers include:			
		(a)	a significant number of applicants outside the target market;		
		(b)	a material change to this product, including a material change to the fees, charges, or terms and conditions of the product;		
		(c)	a material, unexpected increase in the number of Members closing the product;		
		(d)	a change in law or regulation, 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; and		
		(e)	a material, unexpected increase in the number of complaints, or a significant change in the nature and trend of complaints, relating to this product.		
	3.2	QBANK will review this TMD within 10 business days if it knows, or reasonably knows, that a review trigger, or an event or circumstance that reasonably suggests that this TMD is no longer appropriate, has occurred.			
Review Periods	4.1	To ensure that this TMD remains appropriate for this product, QBANK will review this TMD:			
		(a)	periodically, and at least every 12 months;		
		(b)	in response to any review triggers; or		
		(c)	in response to other events or circumstances that would reasonably suggest that this TMD is no longer appropriate.		