

Effective date: 23 July 2025

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 for this product and certain other information. It forms part of Great Southern Bank’s product governance framework for the product.

This document is not a Product Disclosure Statement (PDS) and is not a summary of the product features or terms of the product. This TMD does not take into account any person’s individual objectives, financial situation or needs.

This TMD applies to the **Solo Money Account** product issued by **Great Southern Bank**, a business name of Credit Union Australia Ltd (ABN 44 087 650 959, Australian Financial Services Licence and Australian Credit Licence 238317) and distributed by MYOB Australia Pty Ltd (ABN 13 086 760 198, Australian Financial Services License 241059).

The Target Market

Objectives and needs	Product attributes
A Solo by MYOB customer who is running a small business and who wants a simple and easy-to-understand business transaction account to make and receive business related payments.	<p>This product is a basic transaction account that lets customers conduct day-to-day financial transactions with a debit card or in an app. Customers can:</p> <ul style="list-style-type: none"> • Set up and make Electronic Funds Transfers using Osko®; • Set up and make direct debits or PayTo® payments; • Set up and receive payments using a PayID®; • Link an optional Debit Mastercard® card to: <ul style="list-style-type: none"> • withdraw cash at an ATM; • pay in a store at point-of-sale; and • pay without a card present, online, by mail or over the phone. <p>For businesses with multiple owners or directors, only one designated individual will have access to the Solo by MYOB app and will be authorised to manage the account.</p>
A Solo by MYOB customer who is running a small business who only needs electronic and card access to funds with no transaction fees	<p>This product is suitable for customers who want to:</p> <ul style="list-style-type: none"> • Send or receive payments electronically using Osko; • Use as a direct debit payment method; • Withdraw cash using Debit Mastercard at ATMs; • Access Debit Mastercard Tap & Go contactless payments; • Access Debit Mastercard payments at a point of sale; • Pay without a card present online, by mail or over the phone; • Receive statements electronically.

Financial Situation

The financial situation of the Target Market are customers who:

- Are a person with a small business enterprise that is entitled to an Australian Business Number (ABN);
- Are carrying on, or starting, an enterprise only in Australia as a:
 - Sole proprietor;
 - Proprietary limited (Pty Ltd) company;
 - Partnership between individuals.
- Wish to access their bank account and make regular transactions through the Solo by MYOB app.

This product is not suitable for someone who needs a transaction account for:

- Making purchases which are wholly or predominantly household or personal in nature;
- Making international business transactions;
- Making business deposits or withdrawals by cash, cheque or at branch;
- A business carrying on or starting an enterprise only in Australia as a trust;
- A business that needs more than one individual to access and manage the business transaction account.

Eligibility criteria and distribution conditions

All Solo Money Accounts are subject to eligibility criteria. This product must only be distributed to customers who are at least 18 years of age, and a permanent resident of Australia.

Applications are only available online using the Solo by MYOB app and requires the customer's phone number and email address – with each individual requiring a unique email address.

If the account is opened in the name of a company, all directors must meet identity and ownership requirements.

Customers are only eligible to have one Solo Money Account at a time.

Distribution channel	Conditions that make this channel appropriate
Solo by MYOB app	<p>The online channels which provide customers with access to this product, including:</p> <ul style="list-style-type: none">• The Solo by MYOB app;• Information provided online on the MYOB website to assist customers with selecting the product;• Summary of fees and charges applicable to the product; and• In app Help Centre which has resources such as product information and customer service representatives who can discuss the product features.
All distribution channels are subject to appropriate controls and/or monitoring.	

Intermediaries

This product is not distributed by third-party intermediaries such as:

- Mortgage or commercial brokers;
- Accountants or financial planners;
- Financial comparison websites; and
- Non-cash payment providers.

Review of this document and associated triggers

The review period of this document is every 12 months, with the next review due no later than July 2026.

Great Southern Bank will review this TMD annually, and the below review triggers monthly or sooner if there's evidence to suggest that the below triggers have events outside of defined thresholds, or if an event or circumstance has occurred that would reasonably suggest that the TMD may no longer be appropriate.

Review trigger	Description
Customer outcomes	Trends in customer outcomes that are significantly inconsistent with the intended product performance: <ul style="list-style-type: none">• New accounts established; and• Account closed within 3 months of opening.
Material complaints and feedback	Trends in customer complaints and feedback from customers who hold the product, which relate to the purchase or use of the product, including: <ul style="list-style-type: none">• Customer understanding of consumer risks or conditions of the product;• the customer's understanding of the benefits of the product;• Customer questioning the interest charged on unarranged credit limit; and• the Customer assessment of the product attributes matching the needs of the customer.
Incidents and breaches	Where deficiencies are found in the product's design, distribution or disclosure documentation because of incidents related to potential breaches of legal or regulatory obligations.
Material product and/ or distribution channel change	Where Great Southern Bank makes a material change to the product construct, its key benefits or terms and conditions through any of its distribution channels: <ul style="list-style-type: none">• Adding, removing or changing a key attribute;• A material pricing change to the associated fees and/ or charges which impacts the overall value proposition; and• A substantial change to the distribution strategy or channel(s) of the product.
External events	Where there is a change in the economic environment or a legal requirement including: <ul style="list-style-type: none">• significant change in economic and market conditions;• regulatory or legislative requirement; and• notification from ASIC requiring immediate stop of distribution.
Significant dealings	Evidence of any significant dealing in the distribution of the product.

Reporting requirements

Great Southern Bank as issuer and MYOB Australia Pty Ltd as distributor of this product will record details of:

Information Type	Description
Product-related complaints data	Product-related complaints received each month from its customers and distributors.
Significant dealings	Any significant dealing which is not consistent with this TMD. Reporting must be within 10 business days of becoming aware of such dealing.
Sales data	Sales data including number of accounts opened and closed monthly.

Appropriateness statement

Great Southern Bank has assessed that the Product including its distribution definitions and key benefits are likely to be consistent with the objectives, needs and financial situations of the target market.

Product Issuer

Great Southern Bank a business name of Credit Union Australia Ltd ABN 44 087 650 959, Australian Financial Services Licence and Australian Credit Licence 238317.

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PayID® and PayTo® is a registered trademark of NPP Australia Limited.

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