



# Real Estate Trust Account

## Business Accounts

Target Market Determination

 Reading time 15 mins

*Thank you for your time and consideration*

## Real Estate Trust Account

### Regional Australia Bank 'Business Accounts'

This product is referred to in our Account and Access Facility Conditions of Use and our Summary of Accounts and Availability of Access Facilities.

[See our website for a copy of these documents](#)

#### The purpose of this Target Market Determination (TMD) is to describe:

- The type of consumer we've designed this product for,
- The product and its key attributes,
- How we will distribute the product,
- When and why we will review this product

This Target Market Determination (TMD) is a document of Regional Australia Bank Ltd ABN 21 087 650 360 AFSL & Australian Credit Licence 241167.

This TMD is not and should not be read as a full summary of the product's terms, conditions, fees, charges or as a substitute for the provision of personal financial advice.

When making a decision about the product, you should refer to our Account and Access Facility Conditions of Use,

Summary of Accounts and Availability of Access Facilities, Fees and Charges, and interest rates located on our website.

## Who is this product designed for?

This section outlines the product's design by clarifying suitability, needs and objectives, and financial situation considerations.

### This product IS suitable for people who:

- ✓ are Real Estate Agents
- ✓ require a secure store of funds
- ✓ want to have access to funds at any time recognise
- ✓ that the options available to withdraw, deposit, transfer and view their funds meet their requirements

### This product IS NOT suitable for people who:

- ✗ are not trading as real estate agents
- ✗ require access to cash withdrawals

### Needs and objectives:

We've designed this product for Real Estate Agents seeking to hold funds in trust and pay interest per industry requirements. In addition, the product provides flexibility to the consumer in how to withdraw, deposit, save, view and access funds.

### Financial situation:

We've designed this product for an account holder who can pay any ongoing transactional and exception fees and charges relevant to how they will operate the account.

### Relevant financial situation considerations include:

- awareness that the fees and charges can change, even after the account opening (subject to notification periods)
- other products and account balances held may impact the fees and charges applicable

## The product's description

The product is a transaction account offering funds at call with optional access facilities allowing flexibility in withdrawing, depositing, and accessing funds.

### Key attributes:

Visa Debit Card	<b>No</b>
Access Card	<b>No</b>
Internet and Mobile Banking Phone	<b>Yes</b>
Banking	<b>Yes</b>
Direct Debits and Credits Cheques	<b>Credits Only</b>
Cheques	<b>No</b> (existing cheque book holders only)
Branch and Service Support Centre	<b>Yes</b> (No cash withdraws)
Overdraft Available Community	<b>No</b>
Partnership Program	<b>No</b>

## The product's description (continued)

Additional features, fees, charges, or conditions other than those displayed in this document may be available or applicable. You will need to refer to the Account and Access Facility Conditions of Use, Summary of Accounts and Availability of Access Facilities, Fees and Charges documents, and relevant interest rates for full information.

### Key attributes:

#### Interest rates:

- Credit interest may apply on this account
- No Debit interest applies

**Current Interest Rates are available on request**

#### Fees and charges:

Monthly Service Fee	None Free
Internet, Mobile and Phone Banking	Free Fees
Direct Credits	apply
Cheque Deposits	Fees
Bank Cheques	apply
Bank@Post transactions	Fees
Cheque Books	apply Yes

# Target Market Determination

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## Product distribution

### Distribution channels:

Regional Australia Bank will distribute this product directly via the following channels:

- our website
- phone
- branch
- off-site

### Distribution conditions and restrictions:

The distribution of the product is subject to the following conditions and restrictions:

- Completed by appropriately authorised staff.
- All publicly facing material (including printed and online) includes clear information on the account's facilities, features, fees and directions to obtain the disclosure documents.
- There are no other distributors for this product.

### Why the distribution conditions and restrictions will make it more likely that the consumers who acquire the product are in the target market:

The distribution channels, conditions, and restrictions will make it more likely that the customer will clearly understand the product suitability at the time of acquisition, making it more likely to be in the target market.

These conditions include measures such as:

- Suitability and eligibility questions on application
- Regular analysis of review triggers and other suitability data
- Training and authorisation of representatives in our distribution network for this product
- Systems and processes that support our suitability and eligibility assessments

### Why the product is likely to meet the requirements of the target market:

This product is likely to meet the objectives, needs and financial situation of the target market as it provides a secure transactional account that is structured to this customer segment's circumstances with flexible options and features.

## Reviewing this TMD document

### Initial Review:

We will undertake an initial review of this TMD within two years of the effective date.

### Periodic Review:

We will undertake a periodic review of this TMD at least every two years.

### Review triggers or events:

A review of this TMD will be undertaken, but not limited to, the following circumstances:

- if we make a material change to the design or distribution of the product that would cause the TMD to no longer be appropriate
- if unexpected trends in customer outcomes which are inconsistent with the intended product performance such as a large number of customers opening and closing the account within a short time frame
- if a significant inconsistent dealing in the product occurs
- if a significant number of complaints relating to the design or distribution occur
- if the Australian Securities and Investment Commission (ASIC) raises concerns about the product's design or distribution
- if the Australian Financial Complaints Authority (AFCA) or a Court raise concerns about the product's design or distribution
- if the product's design or distribution receives adverse media coverage
- if any other event or circumstance occurs indicating that this TMD may no longer be appropriate

Where a review trigger or event occurs, we will review this TMD within ten business days.

## *Get in touch with us*

We're here to help and ready to provide any information about our products.

→ [Call us on 132 067](tel:132067)

More information about this product is available at [regionalaustaliabank.com.au](https://regionalaustaliabank.com.au)