



Finance
with a
mission

Lutheran Laypeople's League of Australia Ltd

Target Market Determination Savings Accounts

Product	<p>LLL Savings Accounts, including:</p> <ul style="list-style-type: none"> • LLL Personal Savings Account; • LLL Children's Savings Account; • LLL Business Savings Account; and • LLL Self-Managed Super Fund Cash Account
Issuer	Lutheran Laypeople's League of Australia ABN 25 044 678 441 AFSL 329339
Date of TMD	5 October 2021
Review Date	<p>First review date: 5 October 2022</p> <p>Periodic reviews: Every 12 months after the initial review and each subsequent review</p>
Target Market	<p>Description of target market</p> <p>The target market for LLL's Savings Accounts includes the following groups of retail customers and includes accounts held jointly by these persons:</p> <ul style="list-style-type: none"> • individuals (including individuals acting in their capacity as trustee); • businesses (including corporate trustees); and • self-managed super funds. <p>Each customer within the target market will also be a person involved in an approved project of a Lutheran Church of Australia (LCA) entity or who wish to support the charitable purposes of the LLL and for whom the consideration of profit may not be of primary relevance.</p> <p>In summary, the LLL Savings Accounts are designed for those persons listed above who have the following objectives, needs and financial situation:</p> <ul style="list-style-type: none"> • an <i>objective</i> of depositing funds for an undefined term and to earn variable interest on funds while they remain deposited in the account; • the person has a <i>need</i> to access the money at any point in time; • the person's <i>financial situation</i> is such that they have sufficient funds in the account to meet any debit payments linked to the account. <p>Description of product, including key attributes</p> <p><u>Key Features:</u></p> <ul style="list-style-type: none"> • LLL's Savings Accounts allow retail customers to deposit funds with LLL at any point in time to generate a variable rate of interest on the amount that has been deposited. Simultaneously, the deposit provided will be used by LLL to assist and support the missional intent of LLL. • A variable interest rate accrues daily on the credit balance of an LLL Savings Account. • LLL Savings Accounts are at-call, meaning money can be withdrawn at any time without giving notice to LLL.

- LLL Savings Accounts can be opened for minors and can be established as a trust account.
- Access to the LLL Savings Account is through LLL's online application, in person at an LLL office, via the mail or via a passbook facility

Key Attributes:

- LLL Savings Accounts are designed for depositors who wish to support the charitable purposes of the LLL and for whom the consideration of profit may not be of primary relevance.
- No minimum deposit is required to open a Savings Account.
- Various types of internet banking payments are available.
- Funds are deposited for no specific term, with deposits able to be made in cash or by cheque at an LLL office or a post office, or otherwise be transferred into the Savings Account from another LLL account and from other financial institutions.
- If a customer is not provided with the option to register for internet banking, or if they otherwise elect not to register for internet banking, a passbook facility is available.

Key Terms:

- Interest is calculated on the balance of the Savings Account at the end of each day by multiplying the balance by the daily interest rate (i.e. annual interest rate/days in the year).
- Withholding tax may need to be deducted from any interest earned in relation to an LLL Savings Account.
- There are no fees or charges associated with the establishment and operation of the Savings Account.
- A customer must keep sufficient cleared funds in their Savings Account to cover all debit transactions, or they may be charged a dishonour fee for having their account overdrawn.
- Cash withdrawals of up to \$2,000 may be made each day, or otherwise five days-notice can be provided if a customer wishes to withdraw more than this amount in cash.
- Withdrawals can also be made via cheque or by way of transfer to an internal account or an account with another financial institution.
- LLL Savings Accounts can be closed at any time by either the customer or LLL.

Description of likely objectives, financial situation and needs of consumers in the target market

	<p>This product is designed for consumers in a wide range of customer types, income and savings levels; employment statuses; ages and life stages, provided that the relevant consumer has the following likely objectives, financial situation and needs:</p> <p><u>Likely objectives:</u></p> <ul style="list-style-type: none"> • are seeking to assist and support the missional intent of LLL; • are seeking to deposit funds for an indeterminate period and the ability to draw on their funds for everyday transactions; • are seeking a variable interest rate on their savings that will accrue daily; <p><u>Likely needs:</u></p> <ul style="list-style-type: none"> • do not wish to incur fees or charges in respect of their Savings Account; • be able to withdraw funds at any point in time; <p><u>Likely financial situation:</u></p> <ul style="list-style-type: none"> • wide range of employment, income and savings levels; wide range of employment statuses; wide range of spending habits; wide range of ages and life stages; • have sufficient cleared funds to cover all debit transactions. <p><i>Classes of consumers for whom the product is unsuitable</i></p> <p>This product is not designed for consumers who do not wish to support the charitable purposes of the LLL and for whom the consideration of profit is of primary relevance.</p> <p><i>Explanation of why the product is likely to be consistent with the likely objectives, financial situation and needs of consumers in the target market</i></p> <p>We consider this product to be suitable for the persons in the defined target market, as the product provides these persons with a flexible, low risk, low fee everyday transaction account product which offers the ability to earn interest on funds while simultaneously supporting the Lutheran Church of Australia. This is on the basis that the product offers a variable interest rate and does not penalise customers for withdrawing funds from their account, while there are also no fees or charges attached to the opening or operation of the account.</p>
<p>Distribution Conditions</p>	<p><i>Distribution conditions</i></p> <p><u>Exclusions/eligibility:</u></p> <ul style="list-style-type: none"> • The LLL Savings Account product can only be distributed to: <ul style="list-style-type: none"> ○ consumers who wish to support the charitable purposes of the LLL and for whom the consideration of profit may not be of primary relevance

	<p><u>Channels:</u></p> <ul style="list-style-type: none"> • The LLL Savings Account can only be distributed through the following channels: <ul style="list-style-type: none"> ○ online via the LLL website; and ○ at the LLL office; <p><u>Processes</u></p> <ul style="list-style-type: none"> • The following conditions apply to sales, marketing and promotion processes: <ul style="list-style-type: none"> ○ targeted advertising to the Lutheran Church community, by providing specific content about the Savings Account on the LLL website ○ Any other relevant processes which are relevant to distribution. <p><i>Why the distribution conditions and restrictions will make it more likely that the consumers who acquire the product are in the target market</i></p> <p><i>The limited distribution channels, sales and marketing processes mean that the Savings Account product is directed towards the Lutheran Church community and enables self-selection by those persons who consider they meet the likely objectives, needs and financial situation of the target market.</i></p>
<p>Review Triggers</p>	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate include:</p> <ul style="list-style-type: none"> • A significant number of complaints is received from customers in relation to their purchase or use of the product. • A material change to the product or the terms and conditions of the product occurs. • A material change in law or its application occurs (including a change in relevant industry codes, an AFCA determination, court decision, ASIC or other regulatory guidance) which materially affects the product. • A significant dealing of the product to consumers outside the target market occurs. • Another event or circumstance occurs which reasonably suggests the TMD is no longer appropriate.