

Target Market Determination

Macquarie Credit Cards

Issued by Macquarie Bank Limited

ABN 46 008 583 542 AFSL and Australian Credit Licence 237502

Effective date: 1 July 2024

This Target Market Determination (**TMD**) describes the class of customer for which these products have been designed having regard to the likely objectives, financial situation and needs of customers in the target market. This document is not a complete summary of the products' terms and conditions or other disclosure documents. Further information about these products can be found on the Macquarie website.

This TMD applies to the following products:

- Macquarie Black Rewards Credit Card
- Macquarie Platinum Rewards Credit Card
- Macquarie RateSaver Credit Card

Target Market

These products are designed for customers who:

- Want to manage their cashflow by accessing credit up to a credit limit;
- Want to purchase goods and services and pay bills, in person, over the phone, online and with some digital wallets;
- Want a credit limit that is equal to or greater than the minimum credit limit for the offered product; and
- Are able to demonstrate their capacity to repay the credit limit in accordance with our credit assessment policy.

In addition:

- The Macquarie Black Rewards Credit Card and Macquarie Platinum Rewards Credit Card are designed for customers who are willing to consider incurring (and are in a financial position to pay) a higher annual fee and/or interest rates in order to have the ability to access the additional benefits of a rewards credit card. The Macquarie Black Credit Card with Macquarie Rewards attracts a higher annual fee than the Macquarie Platinum Credit Card with Macquarie Rewards; and
- The Macquarie RateSaver Credit Card is designed for customers who want a credit card with a lower annual fee and/or interest rates than those that apply to rewards credit cards. The Macquarie RateSaver Credit Card is not available as part of a home loan application.

These products are not designed for customers who want:

- To carry a substantial balance frequently from month to month; or
- To make large cash withdrawals above our published limit; or
- A credit card for business purposes; or
- To acquire a credit product to conduct gambling transactions; or
- To fund or receive international payments directly to or from the product; or
- The ongoing ability to make repayments using physical currency or cheques.

In addition, the Macquarie Black Rewards Credit Card and Macquarie Platinum Rewards Credit Card are not designed for customers who:

- Want a product with a lower annual fee and/or interest rates; and/or
- Do not want the ability to access the benefits of a rewards credit card.

Key Product Attributes

The table below matches the key product attributes (first column) to the likely objectives and needs of the target market for these products (second column).

Attributes	Appropriate for customers within the target market that	Important Considerations
Up to 55 days interest free on purchases	Want (and have the financial ability) to manage their cash flow while minimising the amount of interest paid.	For the interest free period to apply, the account balance must be paid in full by the due date each month. Customers that do not pay their statement balance in full each month will incur interest.
Reward points on eligible purchases Only available with: <ul style="list-style-type: none">• Macquarie Black Rewards Credit Card• Macquarie Platinum Rewards Credit Card	Are prepared to consider paying (and would be in a financial position to pay) a higher annual fee and interest rates in order to earn reward points. Intend (and are in a financial position) to spend sufficiently on their credit card to justify a higher annual fee and interest rates in order to make use of the reward points benefit.	The Macquarie Black Rewards Credit Card attracts a higher annual fee than the Macquarie Platinum Rewards Credit Card. Macquarie Reward Points on eligible purchases accrue at a higher rate on a Macquarie Black Card than a Macquarie Platinum Card.
Insurance cover Only available with: <ul style="list-style-type: none">• Macquarie Black Rewards Credit Card• Macquarie Platinum Rewards Credit Card	Are prepared to consider paying (and would be in a financial position to pay) a higher annual fee and interest rates in order to access insurance cover.	The Macquarie Black Rewards Credit Card attracts a higher annual fee than the Macquarie Platinum Rewards Credit Card. Subject to policy terms and conditions (including excesses and exclusions).

Distribution Conditions

Macquarie's view is that the conditions specified below are appropriate and that most of the customers who acquire the products will likely be in the target market if distributed in accordance with them. These conditions:

- Limit the channels through which the products can be provided, thereby ensuring that applications are only received through channels that are subject to appropriate conditions, appropriate controls and appropriate monitoring;
- Ensure that those appointed to distribute the product (e.g. mortgage brokers and Macquarie staff) are adequately trained, accredited, monitored, and subject to other compliance obligations;
- When distributed to Macquarie staff, ensure these products are distributed through appropriately designed and implemented electronic application processes, which are designed to ensure that the customer has a proper understanding of which credit card they are applying for and its key attributes; and
- Ensure Macquarie only distributes these products in accordance with a consistent application and assessment process – that is, Macquarie Credit Cards are subject to controls in our application and approval systems that ensure that appropriate information is gathered about applicants, including:
 - Financial information, which is analysed to assess whether the customer will be able to meet their financial obligations without substantial hardship; and
 - Making reasonable enquiries with customers about their needs and objectives in relation to the products.

When distributed by a third party:

Mortgage Brokers

Mortgage brokers may only submit an application for a Macquarie Credit Card:

- As part of an application for a Macquarie Home Loan;
- Using Macquarie's approved application systems, forms and documents;
- If the application is for a rewards credit card product (the RateSaver Credit Card is not available for distribution by mortgage brokers);
- Where they are accredited with Macquarie and have met Macquarie's training requirements;
- Where they are a member or representative of a mortgage aggregator which has:
 - Been accredited by Macquarie; and
 - Entered into an agreement with Macquarie that is subject to legal and regulatory obligations that the aggregator and the broker must meet; and
 - Where the mortgage broker or aggregator is required to comply with the Macquarie Broker Code of Conduct (or an equivalent Macquarie policy);
- Where they maintain the licencing or authorisation status necessary to distribute regulated credit products; and
- Where they are not currently subject to any suspension or revocation of that accreditation.

If aggregators and mortgage brokers fail to comply with the above requirements, it may result in Macquarie terminating their authority to distribute these products.

When distributed by Macquarie:

- All applications are managed according to a process designed, implemented and maintained by Macquarie.
- Appropriately authorised Macquarie staff that have satisfied Macquarie's training requirements (which includes training to understand and discuss the benefits, rates, fees and key differences between these products) may distribute these products.
- With the exception of information on our website, these products are not otherwise actively advertised to the general public.

Distributor Reporting Requirements

Third party distributors of these products must provide Macquarie with the information in the tables below, in writing.

Complaints

Reporting obligation	As soon as practicable but, in any case, within 10 business days after the end of each reporting period.
Reporting period	Every quarter, ending on: <ul style="list-style-type: none">• 31 March;• 30 June;• 30 September; and• 31 December.
Required detail	The full details of any complaints received.
Reporting method	Via www.macquarie.com.au/ddo

Significant Dealings

Reporting obligation	As soon as practicable but, in any case, within 10 business days of becoming aware of the significant dealing.
Required detail	<ul style="list-style-type: none">• The date on which or the date range over which the dealing occurred;• A description of the dealing;• An explanation of why the dealing is considered significant;• An explanation of why the dealing is considered to be inconsistent with the TMD;• How the dealing was identified (e.g., through monitoring, complaints etc); and• Detail of what steps have been or will be taken in relation to the significant dealing.
Reporting method	Via www.macquarie.com.au/ddo

Additional Information

Reporting obligation	As soon as practicable but, in any case, within 10 business days of receiving a request from Macquarie.
Required detail	Any additional complaint related information (such as further information relating to the nature of complaints) that Macquarie requests from time to time.
Reporting method	As specified in any request from Macquarie.

Operation of this TMD

We consider that the products (including their key attributes) are likely to be appropriate for the target market because:

- We have conducted an assessment and concluded that:
 - The products (and each of their key attributes as set out above) are likely to be consistent with the likely needs, objectives and financial situation of customers in the target market as disclosed in this document; and
 - The distribution conditions have been designed with the purpose of appropriately directing the distribution of the products to the target market, such that most of the customers who acquire the products are likely in the target market; and
- Our application and assessment processes (including the collection of information from customers as part of the application process and the assessment of the consumer's ability to service the proposed debt) help ensure that most customers who acquire the products are in the target market.

Review of this Target Market Determination

This TMD will be reviewed as follows:

Initial review	Within 18 months of the effective date.
Scheduled Ongoing review	Within 18 months from the completion of the last TMD review.
Review triggers	<p>This TMD will be reviewed should any of the following events occur:</p> <ul style="list-style-type: none">• A material, unexpected portion of customers borrowing a large proportion of their available credit for a prolonged period of time;• A material, unexpected increase in complaints received about the products;• A material, unexpected increase in the number of customers in arrears;• A material incident (affecting a customer) or significant number of incidents in relation to the product's design or distribution that identify breaches of Design and Distribution Obligations; <p>The above review triggers are monitored through the collection of data relating to the performance of the products.</p> <ul style="list-style-type: none">• Implementation of a material change to the products including a material change to the fees or terms and conditions of the products;• Commencement of a change in law or other regulatory requirement materially affecting the products;• The use of a regulatory order or direction (including the use by ASIC of its Product Intervention Powers) that expressly states or directly implies that this TMD is no longer appropriate; or• Macquarie reporting a significant dealing in the products to ASIC. <p>The TMD need not be reviewed if any of the above matters occur and they have been specifically considered as part of a prior review.</p>