



Target Market Determination (TMD) →

May 2025

→ Bank Guarantee

Effective date: 1 March 2024

Product

This TMD applies to the Avenue Bank (“**Avenue**”) Bank Guarantee.

What is a TMD?

The TMD describes

- The class of customers that comprise the target market for the product.
- Any conditions or restrictions on how the product is distributed to business customers.
- Events or circumstances where we will review the TMD for the product.

Product information

Product description and key attributes

This product is intended for customers with the objective of obtaining a bank guarantee as security for the performance of a contract between the customer and the beneficiary.

Attributes

- A guarantee for performance of a contract entered into between the customer and the beneficiary.
- Full security in the form of a term deposit offered by Avenue.
- Service fee charged monthly via direct debit.
- Product is subject to Avenue’s Bank Guarantee Agreement.

Eligibility

The product is suitable for Australian incorporated companies, Australian corporate trustees, sole traders and partnerships with an active ABN or ACN.

Target market

Businesses

This product is designed for organisations who:

- require a bank guarantee as a form of security.
- require a bank guarantee that is secured in full by a

term deposit offered by Avenue Bank.

- satisfy Avenue’s eligibility criteria.
- are able to pay fees and charges that may apply.

This product has not been designed for:

- non-business purposes.
- self-managed superannuation funds.

Consistency between the target market and the product

Avenue has considered that the product including its key terms, features and attributes is likely to be consistent with the target market’s likely objectives, financial situation and needs.

Distribution conditions and restrictions

Distribution channels

This product is designed to be sold via the following means:

- by applying online at avenuebank.com.au.
- by calling our client service line.

Distribution conditions

This product should only be distributed under the following circumstances:

- if the customer meets the eligibility criteria for this product, including successful completion of Avenue’s identity verification in accordance with applicable laws such as the Anti-Money Laundering and Counter-Terrorism Financing Act 2006 (Cth).
- all authorised personnel involved in distributing the product through any channel must hold appropriate accreditation and training.

Restrictions

Avenue considers the above distribution channels, conditions, and restrictions appropriate for the target customer class and likely to result in the product being distributed to customers within the target market.

This TMD is issued by Avenue Bank Ltd (Avenue) ABN 24 628 073 085, Australian Financial Services Licence 520239.

TMD reviews

Avenue will review this TMD in accordance with the below.

Last review date: 25 May 2025

Periodic reviews: At least every 2 year(s) from the last review.

Review triggers

Avenue actively monitors the review triggers set out below. This TMD may no longer be considered appropriate if any of the following review triggers occur, at which point Avenue will need to complete a review of this TMD:

Complaints

Unexpected trends in complaints received or notice of complaints made to the Australian Financial Complaints Authority which show that the TMD may no longer be appropriate such as:

- the number of complaints; and
- the nature and circumstances of the complaints (e.g. in relation to the attributes and suitability of the product).

Distributors must report all complaints about this product to Avenue within 10 business days of each calendar quarter.

Product performance

Unexpected trends in performance indicators relevant to the product such as:

- a disproportionate rate of customer delinquencies and/or bank guarantee cancellations; and
- distribution of the product outside the TMD designated distribution channels.

Incident data

A material incident relating to the product's design or distribution that indicates potential breaches to Avenue's legal or regulatory obligations.

Changes to the product

A material change to the product or product terms and conditions such as the addition, removal, or amendment of the product's:

- key attributes; and
- distribution channels.

Significant changes to the external environment

A material change to the regulatory and/or legislative environment in relation to this product.

Significant dealings

Evidence that the distribution of the product or distributor conduct are significantly outside the parameters of this TMD.

Notification from ASIC

The receipt of a product intervention power order from ASIC requiring Avenue to cease distribution of this product.

