Target Market Determination – Term Deposit Account (Non-Individual customers)

This is the target market determination (**TMD**) for the purposes of section 994B of the *Corporations Act 2001* (Cth) (**Corporations Act**) for the Term Deposit Account (**Product**).

The issuer of the Product is Bank of China Limited ABN 29 002 979 955 AFSL 230 547 (**Bank**). This TMD sets out certain information relevant to the Bank's compliance with the design and distribution (**DDO**) framework in the Corporations Act, including the:

- class of consumers that makes up the target market for the Product;
- conditions that will be imposed on the distribution of the Product;
- requirements for the Bank to review the TMD; and
- requirements for distributors to report certain information to the Bank.

This TMD does not provide a complete list of the features and terms and conditions of the Product. This TMD should be read in conjunction with the Savings, Investment and Term Deposit Accounts Terms and Conditions, the Account Access Methods Conditions of Use and the Schedule of Fees and Charges and other information available on the Bank's website in relation to the Product. A copy of these documents can be accessed on the Bank's website at www.bankofchina.com/au or from Bank of China branches in Australia (operated by the Bank and its related entities) during business hours (free of charge). If an application for the Product is approved, the particular Product will be governed by the Savings, Investment and Term Deposit Account Terms and Conditions.

This TMD has been prepared without taking into account any person's individual needs, objectives, or financial situation. If you are considering a Term Deposit Account, we encourage you to understand how it may affect your personal circumstances and seek professional advice (such as, independent legal and financial advice).

Capitalised terms have the meaning given to them in the Savings, Investment and Term Deposit Account Terms and Conditions, unless otherwise defined.

Product	Term Deposit Account
Issuer	Bank of China Limited, Sydney Branch ABN 29 002 979 955 Australian Financial Services Licence Number 230 547 (the **Bank**)
Date of TMD	13 March 2026
Target Market	***Description of target market*** Non-individual customers who are looking for a term deposit account denominated in AUD, HKD, CNY, USD, EUR, GBP, SGD, NZD or JPY, with the ability to earn higher interest and in respect of which the balance is intended to be invested for a fixed term varying from 1 day to 5 years (depending on the denomination of the account), for business purposes. Certain foreign currency accounts (EUR, GBP, SGD, NZD or JPY) are subject to additional eligibility criteria and are not available to 'small business' customers (as defined in the Banking Code of Practice[1]). This is subject to limited exceptions determined by the Bank in its discretion, acting reasonably (e.g. where the customer

[1] A business customer is a "Small Business" for the purposes of the Banking Code of Practice (28 February 2025) if the customer, or its business group (if applicable): (a) had an annual turnover of less than $10 million in the previous financial year; and (b) has fewer than 100 full-time equivalent employees; and (c) has less than $5 million total debt to all credit providers (other than debt to which the National Credit Code applies, and without double counting, debt owed between members of a business group) including: i) any undrawn amounts under existing loans; and ii) any loan being applied for.

	demonstrates a strong business need for an account in a particular currency). The Bank also reserves the right not to issue the product to 'retail' customers (as defined in sections 761G and 761GA of the Corporations Act 2001 (Cth)).
	
	Description of product, including key attributes
	
	A Term Deposit Account is a term deposit account that pays a fixed interest rate on a fixed amount for a fixed term.
	
	The key attributes of a Term Deposit Account include:
	
	• this account can be opened by non-individual customers only (being corporations and corporate trusts, and not customers who are natural persons);
	• money deposited in this account is intended to be invested for a fixed term, with terms varying from 1 day to 5 years (depending on the denomination of the account), as selected by the customer*;
	• the balance invested in the account will attract interest at a fixed interest rate that will apply for the fixed term;
	• interest will be paid on maturity, but only if there is no withdrawal from this account prior to maturity, and will be calculated by using the interest rate that is current as at the date of opening the account, or in the event of a renewal of the account;
	• withdrawal prior to the maturity is allowed by providing 31 days' prior notice to the Bank;
	• if a customer withdraws funds from this account prior to the maturity date, accrued interest will be reduced;
	• this account can be denominated in AUD, HKD, CNY, USD, EUR, GBP, SGD, NZD or JPY**;
	• a customer may access their account using one or more of the following methods:
	  • over the counter at any retail branch of the Bank in Australia during business hours; and
	  • by using internet banking where the customer has registered for the service. The customer can place funds from a linked account and also will be able to view their account details;
	  • by using email instructions, where the Bank has accepted the customer's request to give instructions by email (the acceptance of which is subject to the Bank's absolute discretion);
	• at maturity, principal and interest payments can be paid to the customer's nominated account or can be re-invested to a new Term Deposit Account at the then current interest rate for the account;
	• specified minimum opening balances apply, depending on the denomination of the account selected by the customer;
	• no account keeping fee applies;
	• other fees may be payable in respect of this account depending on the service required by customer, including for example, remittance fee, additional copy of account statement

	• a statement of account is provided to customers at least every 6 months (or more frequently at the request of the customers) where transactions have been made on their account since the last statement; and
	• as an account offered by a foreign ADI, funds in the account are not protected by the Financial Claims Scheme or guaranteed by the Australian Government and depositors do not receive priority ahead of amounts owed to other creditors.
	
	*The Bank offers a choice of defined fixed terms for accounts denominated in specified foreign currencies. In addition, for accounts denominated in some certain foreign currencies customers have the flexibility to choose a fixed term from 1 day to 1825 days.
	
	**This Product may also be denominated in other currencies in limited circumstances. However, this is subject to negotiation with and acceptance by the Bank on a case by case basis. The Bank will negotiate interest rates and fees and charges with each customer for such accounts.
	
	Please refer to the Savings, Investment and Term Deposit Account Terms and Conditions for further information in relation to this Product.
	
	Description of likely objectives, financial situation and needs of consumers in the target market
	
	This Product is designed for customers whose:
	
	• <u>Likely objectives include:</u>
	  • seeking to invest money for a fixed term up to 5 years (in the case of an AUD, USD, EUR, GBP, SGD, NZD and JPY denominated accounts) or up to 12 months (in the case of a HKD and CNY denominated accounts);
	  • seeking a higher interest rate; and
	  • seeking a term deposit account denominated in AUD, HKD, CNY, USD, EUR, GBP, SGD, NZD and JPY.
	• <u>Likely financial situation includes:</u>
	  • meeting the Bank's eligibility requirements including having a wide range of business revenue income and business cash and saving levels.
	• <u>Likely needs include:</u>
	  • seeking a higher interest rate;
	  • seeking a wide range of available fixed terms and currencies in which to invest;
	  • seeking security of funds.
	
	Classes of consumers for whom the product is unsuitable
	
	This Product is not suitable for customers who:

	• are natural persons (as opposed to corporations and corporate trusts) or do not meet the other eligibility criteria; • are looking for a transaction account for daily use, including, but not limited to, a transaction account with additional features such as an overdraft or cheque book facility; • are looking to invest for a specified fixed term that is not available in the currency of their choice; • are looking for a savings account with the ability to deposit or withdraw funds as needed without impacting the payment of interest on the account; or • require an account in respect of which the funds are protected by the Financial Claims Scheme or guaranteed by the Australian Government and in respect of which they would receive priority ahead of amounts owed to other creditors. ***Explanation of why the product is likely to be consistent with the likely objectives, financial situation and needs of consumers in the target market*** The Bank considers that the Product is likely to be consistent with the likely objectives, financial situation and needs of customers in the target because: • this Product offers the ability to earn a higher interest rate; • this Product offers the ability to invest a deposit for a fixed term, with a wide range of fixed terms (from 1 day to 5 years, depending on the currency denomination); • this Product has low fees and, as a term deposit account, is low risk in nature; • this Product can be used for a wide range of potential financial situations for non-individual customers; and • this Product has AUD, USD, HKD, CNY, EUR, GBP, SGD, NZD and JPY which customers may choose from.

Distribution Conditions	***Distribution conditions*** This Product can only be distributed in branch (through one of the Bank of China branches in Australia) by a Relationship Manager of the Bank at the branch who is authorised to distribute this Product. This Product cannot be distributed through online channels or through third parties. ***Why the distribution conditions and restrictions will make it more likely that the consumers who acquire the product are in the target market*** The Bank considers that the distribution conditions mean that it is likely that customers who acquire the Product will be in the target market because: • the Bank's distribution channel for this Product is restricted to its branch network and is only able to be distributed by the Bank's Relationship Managers who are authorised to sell the product to non-individual customers; • Relationship Managers must be authorised by the Bank to distribute this Product and are required to complete relevant training in relation to the Product and the distribution of the Product; and • the Product is only made available to non-individual customers using consistent approval processes that allow the Bank the opportunity to check all applications before they are approved for consistency with the Bank's eligibility criteria for the Product.
Review Triggers	The review triggers that would reasonably suggest that the TMD is no longer appropriate include: • there are significant changes to the key attributes of the Product as described in this document that make it reasonable to conclude that it would no longer be consistent with the TMD; • there are significant changes to the methods of distribution of the Product that make it reasonable to conclude that the TMD does not reflect the actual distribution methods used by the Bank; • the rate of account closures or customers switching to other accounts offered by the Bank within 12 months of account opening exceeds 10% in any one year (except where explainable by external factors unrelated to product attributes or distribution arrangements); • the number of customers making complaints in relation to their purchase or use of the Product in any year exceeds 5% of the total number of customers holding this Product; • the Bank identifies a significant dealing of the Product outside the target market that it is required to report to ASIC (including where the Bank identifies that the Product is being distributed without due care outside the target market to customers suffering from circumstances of vulnerability); and • ASIC has utilised its product intervention power in Part 7.9A of the Corporations Act to intervene in relation to this product.

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<tr><td>Review Periods</td><td>Next review date: Within 1 year from 13 March 2025

Periodic reviews: Within 3 years after the next review date and each subsequent review date after that.</td></tr>
<tr><td>Distribution Reporting Requirements</td><td>The following information must be provided to Bank of China Limited, Sydney Branch by distributors who engage in product distribution conduct in relation to this Product:

<table>
<tr><th>Type of information</th><th>Description</th><th>Reporting period</th></tr>
<tr><td>Complaints</td><td>Number of complaints, nature and substance of the complaint</td><td>Every 3 months within 10 business days from the end of the period</td></tr>
<tr><td>Account closures/switching</td><td>Rate of account closures or customers switching accounts within 12 months of account opening</td><td>Every 3 months within 10 business days from the end of the period</td></tr>
<tr><td>Significant dealing(s) [2]</td><td>Date or date range of the significant dealing(s) and description of the significant dealing (e.g. why it is not consistent with the TMD)</td><td>As soon as practicable, and in any case within 10 business days after becoming aware</td></tr>
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[2] For example, a distributor may consider a dealing outside the TMD to be significant because (i) they represent a material proportion of the overall distribution conduct carried out by the distributor in relation to the product, or (ii) they constitute an individual transaction which has resulted in, or will or is likely to result in, significant detriment to the consumer (or class of consumer), or (iii) the issuer has reasonably identified the this type of dealing as significant or a regulator, court or AFCA identifies this type of dealing as significant.