



Target Market Determination

BNK Bank Guarantee

This Target Market Determination (TMD) is issued by BNK Banking Corporation Limited (BNK) trading as Goldfields Money.

ABN 63 087 651 849 AFSL 246884

Effective Date: 10 November 2025

This TMD describes the type of customer for which the BNK Bank Guarantee product is designed for, having considered the likely objectives, financial situation and needs of customers in the target market.

A BNK Bank Guarantee must be linked to a standalone Cash Management Account (CMA) which holds the cash that has been provided as security, and which offers a different variable interest rate to BNK's deposit account CMA and funds cannot be accessed during the time it is held as security. BNK has a separate TMD for its CMA deposit accounts available on our website.

Target Market

Customer needs and objectives	Product attributes
<p>This product is designed for an individual or business (sole traders, partnerships or companies) who, at the point of acquiring the product:</p> <ul style="list-style-type: none">• wants to provide surety to a beneficiary that future obligations will be met, without needing to provide an immediate cash payment to the beneficiary; and• is prepared to accept the risk that the cash security in the CMA will be called on if the beneficiary exercises their rights under the guarantee.	<p>A BNK Bank Guarantee can be established quickly for a competitive establishment fee and can be used as security for a range of reasons including:</p> <ul style="list-style-type: none">• a rental bond for a lease• a deposit bond• surety for construction works• surety for costs• financial assurance• an Environmental Performance Bond (EPB)• a performance guarantee where required under a contract.
Customer financial situation	Product attributes
<p>A person that</p> <ul style="list-style-type: none">• Can provide cash security to BNK of between \$15,000 to \$50,000+; or• Has obtained funding through a Business Loan (Business Bank Guarantee Product Only) of a minimum amount \$25,000 up to a maximum amount of \$500,000	<p>This product:</p> <ul style="list-style-type: none">• can be established through completion of a simple application form and verification of customer identification;• has an upfront establishment fee• can be used for the issuance of bank guarantees by BNK with minimum and maximum amounts as determined from time to time;• offers variable interest rates on funds lodged as security depending on the type of Bank Guarantee applied for and the amount of the Bank Guarantee sought; and• can have a fixed or ongoing expiry date which may be cancelled at any time by either the beneficiary or BNK. <p>For the Business Loan Bank Guarantee product, the Bank Guarantee:</p> <ul style="list-style-type: none">• has an ongoing monthly fee; and• Has a minimum loan term of 6 months



A BNK Bank Guarantee is not designed for customers who, at the point of acquiring the product:

- Want to provide security other than cash; or
- Require access to the secured funds before any agreed expiry of the BNK Bank Guarantee with the beneficiary.

Key Eligibility Requirements

The applicant must:

- be 18 years or older
- have an Australian residential address; and
- Maintain a current email address and Australian mobile phone number

And be one of the following:

- An individual
- A Company
- A Sole trader with an ACN/ABN
- A Trust (where the Trustees can be defined); or
- A Partnership

Distribution

Distribution Channel	Distribution Conditions
By BNK Banking Corporation Ltd trading as Goldfields Money through the Assuro Platform.	BNK Bank Guarantees are distributed by Billd Operations Pty Ltd (ACN 626 320 590; AFSL 527890) (Billd) trading as Assuro through its online platform.

Marketing

Marketing and Promotion Conditions <i>Details the conditions of marketing and promoting this product by the distributors.</i>	<p>All marketing materials released to the target market by BNK are prepared in accordance with BNK's processes and controls to ensure that those materials are consistent with this TMD. All promotional materials written by BNK and provided to BNK's distribution channel are prepared in accordance with BNK's processes and controls to ensure that those materials are consistent with this TMD.</p> <p>All marketing and/or promotional material prepared by third parties is to be consistent with this TMD. BNK requires all distributors to ensure that any representations of BNK's products are accurate, not misleading, and comply with applicable legal and regulatory obligations. Failure to do so may result in the withdrawal of distribution rights or other remedial action, as deemed appropriate by BNK. BNK recommends that such materials be submitted for prior approval to ensure compliance.</p> <p>Advertising material includes:</p> <ul style="list-style-type: none">• Internet advertising and website content, including banner ads, video streaming and social networking;• Social media and internet discussion sites;• Mobile phone messaging;• Product brochures and promotional fact sheets;• Direct email or digital messaging; <p>Promotional material offered to BNK's distribution channel.</p>
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	Marketing for the product will only be available on Assuro's online platform.
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Distributor Reporting Requirements (internally and through Distribution Channels)

Reporting Period	Reporting information is to be reported quarterly during each calendar year. Reporting periods are: <ul style="list-style-type: none"> • Quarter ending 31 March • Quarter ending 30 June • Quarter ending 30 September • Quarter ending 31 December
Reporting Information	Third party distributors of these products must provide BNK with the following information as soon as practical, or within 10 business days after the reporting period, unless otherwise specified.
Complaint information	Full details of any complaints received in relation to this product, including: <ul style="list-style-type: none"> • Number of complaints. • Nature and circumstances of the complaints.
Feedback	Feedback that the target market or key product attributes may no longer be appropriate and not meeting the likely needs, objectives or financial situation of the target market.
Significant dealings	A distributor must notify BNK in writing as soon as possible, or within 10 business days of becoming aware of a significant dealing. The notification must include the following information: <ul style="list-style-type: none"> • The date or date range when the significant dealing occurred; • A description of the dealing and an explanation on why it is deemed significant and inconsistent with the TMD; • Steps taken or to be taken because of the dealing; and • How the significant dealing was identified.

Review

Periodic Review	Every 2 years from the Effective Date to ensure it remains appropriate, or earlier if other circumstances occur which trigger the need to review the TMD.
Review Trigger	This TMD must be reviewed and if needed, changed or withdrawn, should any of the following occur: <ul style="list-style-type: none"> • An unexpected increase in material complaints about the product; • BNK determining that product features (for example interest and charges) are not operating in accordance with the terms and conditions, or have significantly changed and do not match this TMD; • A material change is made to this product; • receiving consistent distributor feedback or reporting which suggests this product does not meet this TMD; • a significant dealing in or distribution of this product outside of the suitability, conditions and restrictions of this TMD; • a regulator requiring some or all of the activities involved in distribution of this product to be changed or withdrawn. • A significant breach has occurred in association with this product; or

	<ul style="list-style-type: none">• A significant change to the enforceable regulations that govern the product or direct intervention from any of the governing bodies.
Distribution Information: <i>This is information obtained about distribution feedback and performance to enable BNK to assess and decide whether the TMD may no longer be appropriate.</i>	BNK will reassess the TMD to determine whether it is still appropriate based on the reporting from distributors or consistent feedback from distributors or customers which suggests that the TMD may no longer be appropriate.