

Target Market Determination

Agricultural Swap

Start date: 30th June 2024

Next review due: 30th June 2026

Review period: At least every 24 months from the start date of this Target Market Determination

What is a Target Market Determination?

A Target Market Determination (TMD) describes the type of customers that the product is designed for and any conditions around how the product is to be distributed.

It also describes the events or circumstances where we are required to review the TMD for this financial product.

Why does CommBank need to have Target Market Determinations?

We are required to have TMDs by law to ensure that you, our customers, are at the centre of our approach when designing and distributing our financial products.

This document is not a substitute for the product's terms and conditions or other disclosure documents.

When making a decision about this product, you must refer to the relevant Product Disclosure Statement (PDS), terms and conditions or other disclosure documents.

Target Market

The below table identifies how the product characteristics cater to your objectives, needs and financial situation.

Your Objectives and Needs	Product Characteristics
<p>You have a need to enter into a transaction that is exposed to agricultural prices in the future.</p> <p>Examples may include:</p> <ul style="list-style-type: none">• You are a producer of agricultural commodities (such as grain, cotton or sugar) and wish to sell an agricultural commodity in the future;• You are a consumer of agricultural commodities (such as dairy farmers) and wish to purchase an agricultural commodity in the future (e.g. cattle feed).	<p>This Agricultural Swap with a settlement date in the future allows you to agree on transaction details that suit your needs. These details include:</p> <ul style="list-style-type: none">• Amount;• Commodity type;• Settlement date;• Agricultural Swap fixed price.
<p>You have the objective to limit your exposure to future fluctuations in the price of the agricultural commodity involved in your transaction.</p>	<p>CBA advises the fixed reference price of the underlying commodity. The fixed price will determine the price you receive or pay for a nominated quantity of a commodity at the agreed future settlement date.</p> <p>This is achieved by a customer agreeing to swap a floating price for a fixed price. You will need to demonstrate an understanding of how this transaction works before entering into one (see Eligibility Criteria).</p>

Financial Situation
<p>Your financial situation meets the below requirements:</p> <ul style="list-style-type: none">• You are seeking to make a transaction that is exposed to agricultural prices in the future;• You meet CBA's credit assessment criteria which includes demonstrating that you have the capacity to settle the obligations relating to a transaction at the agreed future date.

Eligibility Criteria for the Product

You are eligible for this product if:

- Your objectives, needs and financial situation align with our TMD; and
- You are a CBA Regional and Agribusiness Banking customer; and
- You have a suitable transactional account held with CBA; and



- You are able to demonstrate an understanding of what happens at expiry if:
 - a) The commodity reference price is above or below the Agricultural Swap fixed price;
 - b) The commodity reference price is above or below the commodity price at which you can buy or sell the physical commodity in the market
- You have executed a Master Agreement with CBA; and
- You have an approved credit limit in accordance with CBA's credit limit approval process.

Customers who this Product is Unsuitable for

This product is unsuitable for you if you:

- Do not have the objective to enter into a transaction that is exposed to agricultural prices in the future;
- Looking to benefit from movements in agricultural commodity prices to a greater extent than would be achieved by entering into a contract at the agreed Agricultural Swap fixed price;
- Are seeking to speculate on the movement of agricultural prices without a genuine underlying need.

Distribution Conditions

The product can be transacted through the distribution channels and according to the conditions listed in the table below:

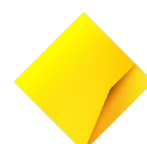
Distribution Channels	Conditions that make product distribution through the channel appropriate for you
Proprietary: Staff assisted channels (e.g. over the phone)	CBA staff that distribute this product: <ul style="list-style-type: none"> • Are restricted to nominated specialists; • Are appropriately trained and accredited to discuss the product with you (our customer); • Provide an execution only service supported by general advice (no personal advice); • Are required to follow an internal sales distribution process; • Are subject to post-sale management review and oversight. • The above means that CBA can maintain tighter control and oversight over distribution of the product into the target market.
Third Party: N/A	This product cannot be distributed by third parties outside of CBA.



Review Triggers

CBA may consider this TMD as no longer appropriate and undertake a review of this TMD if any of the below review triggers occur:

Information Type	Description
Changes to the Product	The material alteration of the product or product terms and conditions (e.g. adding to, removing or changing a key product attribute; significant change to distribution channel and distribution strategy).
Significant Dealings	Any significant dealing of the product to customers who are outside of the Target Market.
Monitoring Metrics	<p>If we identify that the product is not being distributed to, or used by, customers in the way this TMD outlines - through monitoring of various metrics (e.g. complaints and incidents) - a review of the TMD will take place.</p> <p>Regular reporting (at minimum quarterly) of metrics (eg complaints and incidents) is required and reviewed internally. A review of the TMD is required:</p> <ul style="list-style-type: none">• when predefined internal thresholds (which are set by CBA by reference to the reportable metrics and which are subject to ongoing review) are met; or• as part of CBA's product review cycle.
Customer Outcomes	<p>Customer outcomes which are inconsistent with the intended product performance, including persistent failure to settle in a timely fashion.</p> <p>Failure to settle in a timely fashion is monitored and reported regularly (at minimum 6 monthly) and is measured against predefined internal thresholds set by CBA (which are subject to ongoing review).</p>
Notification from ASIC	The receipt of a product intervention power order from ASIC requiring CBA to immediately cease retail product distribution.



Review Trigger Information Reporting Requirements

Internally CBA collects and reports information to allow it to monitor for the above Review Triggers. The information is collected on a regular ongoing basis in order to meet minimum review requirements.

This product cannot be distributed by third parties outside of CBA. Accordingly, there are no review trigger information reporting requirements for third parties outside of CBA.

Product Issuer: Commonwealth Bank of Australia ABN 48 123 123 124 AFSL
and Australian Credit Licence 234945

