



Target Market Determination

Spot Foreign Exchange Contracts

This document is the Target Market Determination (**TMD**) for customers wishing to enter into:

- a spot foreign exchange contract (**Spot FX Contract**);

with Mega ICBC.

A Target Market Determination (**TMD**) is a written document that:

- describes the class of customers that make up the target market for the Mega ICBC Spot Foreign Exchange Contract (**Target Market**);
- specifies any conditions and restrictions on the distribution of the product (**Distribution Conditions**); and
- sets out the events or circumstances where we are required to review the TMD (**Review Triggers**).

We are required to have a TMD by law. This TMD is not a recommendation to enter into a *Mega ICBC Foreign Exchange Contract* nor does it replace our terms and conditions or other disclosure documents that we may provide to a customer.

Product Type	Spot Foreign Exchange Contracts
Issuer (Mega ICBC, the Bank, we, us, our)	Mega International Commercial Bank Co., Ltd. ARBN 079 372 688
AFSL / Australian Credit License Number	247346
Date TMD approved	21 April 2023
TMD Version	2023.1
Initial Review Period	One year after the date of this TMD
Subsequent Review Periods	At least every third anniversary of the date of this TMD

Target Market Description

Product description and key attributes	<p>The Mega ICBC Spot Foreign Exchange Contract enables retail clients with a short term foreign currency payment obligation to manage the risk associated with foreign exchange fluctuations by locking in an exchange rate for one currency for another for settlement within two business days after the purchase date.</p> <p>A Spot Foreign Exchange contract provides a fixed foreign exchange rate as at the value on the date of purchase for a currency conversion that takes place within 2 days. This may be useful to retail clients in situations including export or import of goods or services in a foreign currency, loan amortisations in a foreign currency or the planned sale or purchase of an asset priced in foreign currency.</p> <p>The fees and charges are set out in the Product Disclosure Statement.</p>
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	<p>Mega ICBC Spot Foreign Exchange Contracts are available respect of a range of currency pairs.</p> <p>Mega ICBC Spot Foreign Exchange Contracts are traded 'over-the-counter' by an authorised Mega ICBC staff member. This means that the customer can determine:</p> <ul style="list-style-type: none"> • the other currency paired with the Australian dollar; • the contract amount; and • the exact settlement date. <p>Mega ICBC's Spot Forward Foreign Exchange Contracts may be:</p> <ul style="list-style-type: none"> • closed out early; or • rolled over (extended) for a genuine purpose; <p>upon payment of the applicable margin (calculated by reference to the differences in the interest rates in the countries of the two relevant countries).</p> <p>The Bank does not enter into Foreign Exchange Contracts with customers seeking to enter into the transaction for speculative purposes. Customers must be able to demonstrate a genuine underlying purpose for the transaction.</p>
Customers for whom the product is likely to be suitable (Target Market)	<p>The Spot Foreign Exchange contracts issued by the Bank will be likely to meet the objects and needs of:</p> <ul style="list-style-type: none"> • importers or exporters; and • customers sending profits generated in Australia back to their head office overseas or repatriating overseas profits or interest generated overseas in a foreign currency back to Australia. <p>The Bank expects that customers in its Target Market will have a connection with Taiwan (the Taiwanese community in Australia or Chinese or other Asian communities).</p> <p>Customers within the Target Market will:</p> <ul style="list-style-type: none"> • be 18 years or over; • be an existing customer of the Bank (ie customers will have a Australian dollar bank account in the same name with Mega ICBC either in Australia or with one of our global branches); • be an Australian citizen or permanent resident (exceptions apply) or an Australian registered company; • be familiar with how foreign currency markets and Spot Foreign Exchange Contracts work.
Ineligible consumers	<p>Mega ICBC Spot Foreign Exchange Contracts will not be appropriate for customers who:</p> <ul style="list-style-type: none"> • are under 18 years old; • wish to enter into a Spot Foreign Exchange Contract for speculative purposes; or • who are unfamiliar with foreign currency markets or who require 'personal advice' about their foreign exchange needs.

The Bank considers that its Spot Foreign Exchange Contracts are likely to be consistent with the likely objectives, financial situation and needs of consumers in the Target Market as each contract is

customised to suit the particular customer's exact specifications (due to the fact that contracts are traded 'over-the-counter'). Further, to the extent that a customer does not have an obvious connection with Taiwan or the Taiwanese community in Australia, the Bank undertakes additional due diligence on the customer in order to understand why the customer wants to trade foreign exchange through us.

Distribution Conditions

Conditions and restrictions on distribution of the product	<p>The Bank distributes its own Spot Foreign Exchange Contracts. We do not use third party distributors.</p> <p>Therefore, our Spot Foreign Exchange Contracts are available only to customers who call or visit one of our branch offices.</p>
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The Bank considers that its Distribution Conditions are appropriate and likely to result in the product being distributed to the Target Market, because our Spot Foreign Exchange Contracts are distributed only through the Bank's employees who:

- are well supervised by the Bank; and
- are appropriately trained.

Review Triggers

Review Trigger	<p>The Bank will review this TMD in the following circumstances.</p> <ul style="list-style-type: none"> • In our initial and periodic reviews • we receive a significant number of complaints in relation to the product • we identify a material adverse customer experience in relation to product appropriateness • there is a material change to the product's key attributes or the manner of distribution • there is a pattern of 'significant dealings' in the product which are inconsistent with the Target Market; • ASIC orders that the distribution of the product cease, or ASIC or AFCA raise concerns about the design and distribution of the product; and • any other event or circumstance that the Bank considers mean that it is appropriate for the TMD to be reviewed.
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Review Trigger Reporting Requirements

The following reporting information is collected and reviewed by the Bank in respect of this product:

Product complaint data	<p>Information relating to complaints received about the product or the distribution of the product, including:</p> <ul style="list-style-type: none"> • number of complaints, • the third party's name; • the product name; and • the exact details of the complaint. 	<p>Quarterly within 10 business days of the end of each March, June, September and December.</p>
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Significant dealings	Any customer outside the Target Market who acquires the product	As soon as practicable but no later than 10 business days after the becoming aware of the significant dealing.
Feedback	Any feedback received about the product.	As soon as possible, but no later than within one month of receiving the feedback

Record Keeping

The Bank will keep records of the reasonable steps they have taken to ensure that this product is sold in a manner consistent with this TMD.

We will also keep complete and accurate records of

- all versions of the TMD for this product; and
- our decisions, and the reasons for those decisions about:
 - the determination of the TMD for this product;
 - the identification and tracking of review triggers;
 - the setting of review periods, and
 - all other the matters documented in this TMD.