

Target Market Determination

Flexewallet Pty Ltd (ACN: 164 657 032) - ChinaPayments BPAY Services

1. About this document

This target market determination (TMD) seeks to offer consumers, distributors and staff with an understanding of the class of consumers for which this product has been designed, having regard to the objectives, financial situation and needs of the target market.

This document is not to be treated as a full summary of the product's terms and conditions and is not intended to provide financial advice. Consumers must refer to any supplementary documents which outline the relevant terms and conditions under the product when making a decision about this product.

Terms and Conditions to which this target market determination applies

This TMD applies to the *ChinaPayments BPAY Services* referred to in the following:

- <https://www.chinapayments.com/terms-and-conditions>

Date from which this target market determination is effective

5 October 2021

2. Class of consumers that fall within this target market

The information below summarises the overall class of consumers that fall within the target market for *ChinaPayments BPAY Services* based on the product key attributes and the objectives, financial situation and needs that it has been designed to meet. This *ChinaPayments BPAY Services* has been designed for consumers whose likely objectives, financial situation and needs (as listed below) are aligned with the product (including the key attributes).

Product description and key attributes

The key eligibility requirements and product attributes of *ChinaPayments BPAY Services* are:

Key Eligibility Requirements

Consumers must have bills to pay in Australia.

Consumers must have an account with WeChat Pay, AliPay or UnionPay International or hold a VISA or Mastercard debit or credit card.

Product Attributes

- Consumers can access *ChinaPayments* website and pay their Australian bills directly from the website.
- Consumers can use the AliPay App, WeChat App and UnionPay App to pay their Australian bills directly from the app.

Objectives, financial situation, and needs

This product has been designed for those who:

- Would like to use an alternative payment method to make BPAY bill payments;
- Are existing users of the payments/wallet options provided on ChinaPayments platform (e.g. WeChat Pay, AliPay, UnionPay International; or
- Have Australian bills to pay.

Excluded class of consumers

This product has not been designed for individuals who:
BPAY consumers

- Do not have an account with WeChat Pay, AliPay or UnionPay International; or
- Do not have a debit or credit card; or
- Are on a WeChat Pay, AliPay or Union Pay prohibited industry list.

Consistency between target market and the product

The ChinaPayments BPAY Services product is targeted to consumers who are seeking alternative payments to pay Australian BPAY bills. The main target is to provide international payment options to pay local bills, such as via WeChat Pay, Alipay and UnionPay international. ChinaPayments BPAY Services is to offer consumers the convenience to use their preferred payment method. This product is likely to be consistent with the likely objectives, financial situation and needs of the class of customers in the target market. This is based on an analysis of the key terms, features and attributes of the product and a finding that these are consistent with the identified class of customers.

3. How this product is to be distributed

Distribution channels

This product is designed to be distributed through the following means:

- Direct to consumers via the China Payments website (www.chinapayments.com).
- Via the following apps:
 - Alipay APP
 - UnionPay APP
 - WeChat Pay Mini Program
- Via Authorised affiliates and partnership channels

Distribution conditions

This product should only be distributed under the following circumstances:

- To BPAY consumers who have a valid BPAY bill to pay

Adequacy of distribution conditions and restrictions

This is based on an assessment of the distribution conditions and restrictions and that they are appropriate and will assist distribution in being directed towards the target market for whom the product has been designed.

4. Reviewing this target market determination

We will review this target market determination in accordance with the below:

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Initial review	Within the 12 months of the effective date.
Periodic reviews	At least every 2 years from the initial review.
Review triggers or events	<p>Any event or circumstances arise that would suggest the TMD is no longer appropriate. This may include (but not limited to):</p> <ul style="list-style-type: none"> • a material change to the design or distribution of the product, including related documentation; • occurrence of a significant dealing; • distribution conditions found to be inadequate; • external events such as adverse media coverage or regulatory attention; • significant changes in metrics, including, but not limited to complaints; and • relevant regulatory changes.

Where a review trigger has occurred, this target market determination will be reviewed within 10 business days.

5. Reporting and monitoring this target market determination

We may collect the following information from our distributors in relation to this TMD.

Complaints	Distributors will report all complaints in relation to the product(s) covered by this TMD on a regular basis. This will include written details of the complaints.
Significant dealings	Distributors will report if they become aware of a significant dealing in relation to this TMD within 10 business days.