

Target Market Determination – Fixed Rate Housing Loans

Product	Fixed Rate Home Loan
Issuer	Transport Mutual Credit Union ABN/ACN 78 087 650 600 AFSL/Australian Credit Licence 240718
Date of TMD	05 October 2021
Target Market	<p>Description of target market</p> <p>Owner occupiers</p> <p>Retail clients who:</p> <ul style="list-style-type: none"> • are seeking a loan to: <ul style="list-style-type: none"> ○ purchase or renovate a home; ○ refinance an existing home loan; or ○ top up an existing loan for any worthwhile purpose • are aged 18 years or more and meet the credit assessment criteria for the product • are willing and able to offer a first registered mortgage over real property (or other acceptable security) as security for the loan <p>Investors</p> <p>Retail clients who:</p> <ul style="list-style-type: none"> • are seeking a loan to: <ul style="list-style-type: none"> ○ purchase or renovate an investment property; ○ refinance an investment loan; or ○ top up an existing loan for any worthwhile investment purpose • are aged 18 years or more and meet the credit assessment criteria for the product • are willing and able to offer a first registered mortgage over real property (or other acceptable security) as security for the loan <p>Fixed Rate Loans</p> <ul style="list-style-type: none"> • need the certainty of a fixed interest rate and fixed repayments for the term of the loan <p>Interest only loans – usually only if investment/construction/bridging</p> <ul style="list-style-type: none"> • need an interest only period for tax planning reasons to complete the construction of a home before commencing principal and interest reductions, whilst selling other property to enable repayment of the loan • taking planned leave such as parental leave <p>Principal & Interest Reducing</p> <ul style="list-style-type: none"> • need to make regular repayments of interest and principal over the term of the loan

	<p>Full featured loan</p> <ul style="list-style-type: none"> • need the facility to redraw advance repayments • need a mortgage offset facility <p>Description of product, including key attributes</p> <p>This is a Fixed Rate Home Loan secured over real property. The key attributes are:</p> <ul style="list-style-type: none"> • minimum loans amount \$100,000 • loan terms of up to 30 years • interest only/principal and interest reducing • fixed interest rate periods up to 3 years • repayment frequency can be weekly/fortnightly/monthly • interest only periods up to 5 years • the ability to make additional repayments • a redraw facility • fee free redraw • 100% offset account • must provide a registered first mortgage over real property or other acceptable security • fees and charges as listed at https://www.transportmutual.com.au/quick-links/fees-and-charges/
<p>Distribution Conditions</p>	<p>Distribution conditions</p> <p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> • Head office • Online • Mortgage brokers <p>Distribution conditions for this product include:</p> <ul style="list-style-type: none"> • ensuring that clients meet the eligibility conditions for the product • ensuring that distribution through head office and mortgage brokers is by appropriately authorised by trained staff <p>There are no other distributors for this product.</p>
<p>Review Triggers</p>	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate include:</p> <ul style="list-style-type: none"> • A significant dealing of the product to consumers outside the target market occurs • A significant number of complaints is received from customers in relation to their purchase or use of the product that reasonably suggests that the TMD is no longer appropriate

	<ul style="list-style-type: none"> A material change to the product or the terms and conditions of the product occurs which would cause the TMD to no longer be appropriate <p>The Product Governance Framework includes regular consideration of whether there has been a review trigger following each distribution information report. That consideration is by reference to paragraphs 154 to 156 of RG 274.</p>															
Review Periods	<p>First review date: 05 October 2022</p> <p>Periodic reviews: Every 2 Years after the initial review</p>															
Distribution Information Reporting Requirements	<p>The following information must be provided to Transport Mutual Credit Union by distributors who engage in retail product distribution conduct in relation to this product:</p> <table border="1" data-bbox="432 813 1426 1440"> <thead> <tr> <th data-bbox="432 813 799 864">Type of information</th> <th data-bbox="799 813 1114 864">Description</th> <th data-bbox="1114 813 1426 864">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="432 864 799 1137">Significant dealing(s)</td> <td data-bbox="799 864 1114 1137">Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD)</td> <td data-bbox="1114 864 1426 1137">As soon as practicable, and in any case within 10 business days after becoming aware</td> </tr> <tr> <td data-bbox="432 1137 799 1238">Complaints</td> <td data-bbox="799 1137 1114 1238">Number of complaints</td> <td data-bbox="1114 1137 1426 1238">Every 3 months</td> </tr> <tr> <td data-bbox="432 1238 799 1339">Sales outside the target market</td> <td data-bbox="799 1238 1114 1339">Number of sales \$ value of sales</td> <td data-bbox="1114 1238 1426 1339">Every 3 months</td> </tr> <tr> <td data-bbox="432 1339 799 1440">Sales inside the target market</td> <td data-bbox="799 1339 1114 1440">Number of sales \$ value of sales</td> <td data-bbox="1114 1339 1426 1440">Every 3 months</td> </tr> </tbody> </table>	Type of information	Description	Reporting period	Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD)	As soon as practicable, and in any case within 10 business days after becoming aware	Complaints	Number of complaints	Every 3 months	Sales outside the target market	Number of sales \$ value of sales	Every 3 months	Sales inside the target market	Number of sales \$ value of sales	Every 3 months
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