

## Target Market Determination – Package Home Loan

Effective date	01 March 2024
Next review date	01 March 2027
Review period	At least every three (3) years from the effective date of this Target Market Determination
Product issuer	Maitland Mutual Limited trading as The Mutual Bank ABN 94 087 651 983 AFSL/Australian credit licence 238139.

### What is a Target Market Determination?

A Target Market Determination (TMD) is a legally required document that seeks to give our customers, employees, product distributors, or any other interested parties an understanding of the class of customer for whom the product, as described below, has been designed, how the product is distributed, and related matters.

### Target Market

The Mutual Bank has assessed that the below class of customers comprise the target market for the product based on the product's key attributes and the customer's likely objectives, financial situation, and needs.

Customer Objectives and Needs	Product Attributes
A home loan that provides additional benefits for an annual package fee.	<p>The home loan provides the following additional benefits to the Package Owner during the Package term for an annual package fee:</p> <ul style="list-style-type: none"> <li>• No home loan application fee or monthly fees.</li> <li>• Annual fee waived on a Mutual Visa Credit Card and an additional 1% discount off the Mutual Visa Credit Card interest rate.</li> <li>• Application fee of \$200.00 waived for car or personal loan applications.</li> <li>• Switching fee waived up to \$300.00 per switch.</li> <li>• Rollover fee waived up to \$200.00 per rollover.</li> <li>• Valuation fee waived up to \$250.00 per new loan application.</li> <li>• Monthly service fee waived on linked 100% Loan Offset accounts (only applicable for variable loans).</li> </ul> <p>See the Package Terms and Conditions for full details.</p>
A home loan that offers a variable or fixed interest.	<p>The home loan can have a variable interest rate which means that repayments will change when the loan interest rate changes.</p> <p>The home loan can have a fixed interest rate for an agreed period of time which means that repayments will be fixed and will not change during that time.</p>

<p>A home loan that offers Principal &amp; Interest or Interest Only repayments.</p>	<p>Principal &amp; Interest repayments can be made on the home loan which means that the loan balance will be paid down with regular, scheduled repayments.</p> <p>Subject to approval, Interest Only repayments can be made on the home loan for an agreed period of time, which means that the loan balance will not be paid down by the regular, scheduled repayments during that time.</p>
<p>A home loan for any of the following primary residential purposes:</p> <ul style="list-style-type: none"> <li>- to purchase, refinance or renovate property;</li> <li>- to purchase land;</li> <li>- to finance building or construction; and</li> <li>- purchase property off the plan.</li> </ul>	<p>The home loan can be used for any of these listed purposes.</p>
<p>A home loan that allows an offset account to be linked.</p>	<p>The home loan permits multiple offset accounts to be linked which means that credit balances in the linked offset accounts will reduce the home loan balance on which interest is charged. Only applicable to variable loans.</p>
<p>A home loan that allows unlimited extra repayments without costs.</p>	<p>Additional home loan repayments can be made without penalty (limit applies while fixed).</p>
<p>A home loan that allows access to redraw repayments made in advance.</p>	<p>A redraw facility is available that allows access to repayments made in advance 24/7 via electronic banking.</p>

### Financial Situation

The financial situation of the target market are customers that have the ability to repay the home loan without substantial hardship which is demonstrated by meeting The Mutual Bank's credit assessment criteria.

The Mutual Bank believes that if a customer meets its credit assessment criteria it is likely that the product will be consistent with the financial situation of the target market.

### Eligibility Criteria

To hold this product a customer must:

- be an Australian citizen or permanent resident, or as otherwise approved of at least eighteen (18) years of age; or
- subject to approval, be an Australian registered business;
- and
- meet The Mutual Bank's credit assessment criteria.

## Distribution

### Distribution Channels

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

- The Mutual Bank's employee assisted channels including in person and over the phone;
- The Mutual Bank's online channels including our website, Mobile App and Internet Banking; and,
- Approved Third Party Distributors (e.g., Mortgage Brokers)

### Distribution Conditions and Restrictions

The Mutual Bank has assessed that the following conditions and restrictions are appropriate to direct distribution of the product to customers in the target market:

- The customer meets the eligibility criteria for the product.
- The product can only be distributed by employees or approved Third Party Distributors that have completed relevant training to meet The Mutual Bank's qualification requirements and who are required to follow policies, procedures and processes in relation to distribution.
- All distribution channels are monitored for adherence to distribution conditions and restrictions.

## Review Triggers

Where a review trigger or event occurs, we will review this TMD within 10 business days.

Review Trigger	Description
Material Product Change	If we make a material change to the design, terms and conditions or distribution of the product.
Significant Inconsistent Dealing	Any significant dealing of the product outside of the Target Market.
Complaints	Unexpected trends in complaints received from customers who acquired the product, which relate to the customer's purchase or use of the product attributes, suitability or distribution.
Regulatory Notification	If ASIC, AFCA, or a court raises concerns about the product's design or distribution.
Other	If any other event or circumstance occurs indicating that this TMD may no longer be appropriate.

## Review Trigger Information Reporting Requirements

Review Triggers must be reported to the Mutual Bank by all third parties responsible for the distribution of this product in accordance with this Target Market Determination. The timeframes for reporting are as follows:

Review Trigger	Description	Reporting Time Frame
Significant Inconsistent Dealing	Any significant dealing of the product outside of the Target Market.	In writing within ten (10) business days becoming aware of a significant dealing.

Review Trigger	Description	Reporting Time Frame
Complaints	Information relating to complaints received including number of complaints, third party distributor identifier information, product name and complaint verbatim.	In writing within two (2) business days of receiving a complaint.
Other	If any other event or circumstance occurs indicating that this TMD may no longer be appropriate.	In writing within two (2) business days.

### Important information about this TMD

This Target Market Determination does not consider your objectives, financial situation, or needs and is not a substitute for the provision of financial advice. This target market determination should be read in conjunction with the Product Disclosure Statement and relevant Terms and Conditions when considering whether or not this product is right for you.