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|--|---|------------------|-------------|
| Product Name   | Fixed Rate Home Loan – Owner-Occupied (L27)   |                  |             |
| Issuer   | G&C Mutual Bank Limited, ABN 72 087 650 637, AFSL & Australian Credit Licence 238311  |                  |             |
| Effective Date   | 1 January 2024  | Next Review Date | 1 July 2025 |
| Target Market  | Description of Target Market  |                  |             |
|  | <p>Retail customers who:</p> <ul style="list-style-type: none"> <li>are seeking a home loan to purchase or refinance an owner-occupied property with the security of a fixed rate</li> <li>are willing and able to offer a first registered mortgage over real property as security for the loan</li> </ul>   |                  |             |
|  | Description of Product, including key attributes  |                  |             |
|  | <p>This is a home loan with a number of key attributes:</p> <ul style="list-style-type: none"> <li>no minimum loan amount</li> <li>maximum Loan-to-Value Ratio (LVR) of 80% without Lenders Mortgage Insurance (LMI), maximum of 95% with LMI</li> <li>fixed rate terms from 1 to 5 years</li> <li>loan terms of up to 30 years</li> <li>security of a fixed interest rate</li> <li>principal and interest or interest only repayment type</li> <li>repayment frequency for principal and interest can be weekly, fortnightly or monthly, for interest only repayment frequency is monthly</li> <li>ability to make extra repayments up to 5% of the loan balance per year during the fixed rate period without incurring a break cost fee</li> <li>ability to split loan with another loan product</li> <li>a redraw facility</li> <li>no mortgage offset facility</li> <li>an establishment fee, but no monthly service fees</li> </ul> |                  |             |
|  | Needs, Objectives and Financial Situation   |                  |             |
|  | <p>This product has been designed for those wanting a simple home loan with limited features and a fixed interest rate to purchase or refinance an owner-occupied property. The crosses indicate where the product is not suitable for retail customers.</p>  |                  |             |
| Are seeking a long-term loan for the purchase or refinance of a residential owner-occupied property (loan terms up to 30 years)  |   |                  | ✓           |
| Want certainty of repayments or certainty of interest costs for a specified term (terms of 1 – 5 years)  |   |                  | ✓           |
| Are not seeking the flexibility to reduce total interest costs over the loan term by making regular additional repayments, large lump sum repayments or link an offset facility during the fixed rate term |   |                  | ✓           |
| Are not planning to sell their property or pay out the loan during the fixed rate term, as early payout costs may apply  |   |                  | ✓           |

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|  | Have limited savings for a deposit (loan amounts up to 95% of property value with lenders mortgage insurance applicable)   | ✓  |
|  | Cannot meet the product and credit assessment requirements   | ✗  |
| Distribution Conditions                    | <p>This product is designed to be distributed by G&amp;C Mutual Bank through the following channels:</p> <ul style="list-style-type: none"> <li>▪ online through our website</li> <li>▪ online through relevant third-party comparison sites</li> <li>▪ targeted advertising</li> <li>▪ by phone or email through our Contact Centre</li> <li>▪ our team of mobile lenders</li> <li>▪ in person through our Service Centres</li> </ul> <p>This product can only be issued to those who are eligible and meet the minimum account criteria. All applicants must be:</p> <ul style="list-style-type: none"> <li>▪ aged 18 years or older</li> <li>▪ a permanent resident of Australia</li> <li>▪ able to meet our identity verification requirements</li> <li>▪ meet the credit assessment criteria for the product including sufficient income to service the loan repayments</li> </ul> <p>Only representatives who have the appropriate levels of authority may advise on and distribute this product. They will have been trained on this product and in particular, the target market and relevant acceptance criteria.</p> |  |
| Reviewing this Target Market Determination | We will review this Target Market Determination in accordance with the below:  |  |
|  | Initial Review   | Within 12 months of the effective date   |
|  | Periodic Review  | Within 18 months of the effective date   |
|  | Review Triggers or Events  | <p>Any event or circumstances arising that would suggest this TMD is no longer appropriate will prompt a review of this TMD. This may include (but is not limited to):</p> <ul style="list-style-type: none"> <li>▪ A material change to the product or its terms and conditions;</li> <li>▪ A change in our acceptance criteria that impacts on the suitability of the product for the target market;</li> <li>▪ Negative trends across sales, complaints, hardship and product usage data;</li> <li>▪ Distribution conditions are no longer appropriate;</li> <li>▪ External events such as adverse media coverage or regulatory attention; and</li> <li>▪ Significant numbers of complaints received from customers in relation to the use of the product.</li> </ul> |
| Reporting                                  | <p>We will collect and record details of:</p> <ul style="list-style-type: none"> <li>▪ Product related complaints received each month from customers or distributors.</li> <li>▪ Any significant dealing which is not consistent with this TMD. Reporting must be within 10 business days of becoming aware of any such dealing.</li> </ul>  |  |