

Product Name	Choice Home Loan – Owner-Occupied (L33)		
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		
	Retail customers who: <ul style="list-style-type: none"> <li>are seeking a loan to purchase or refinance an owner-occupied property</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		
	This is a home loan with a number of key attributes: <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>loan terms of up to 30 years</li> <li>variable 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 unlimited extra repayments</li> <li>ability to split loan with another loan product</li> <li>a redraw facility</li> <li>flexibility of an optional 100% mortgage offset account</li> <li>no establishment fee or monthly service fees</li> </ul>		
	Needs, Objectives and Financial Situation		
	The following considerations relate specifically to those wanting to purchase or refinance an owner-occupied property <u>without an offset facility</u> . The crosses indicate where the product is not suitable for retail customers.		
	Seek a long-term loan for the purchase or refinance of a residential owner-occupied property (loan terms up to 30 years)		✓
	Prioritise a lower interest rate and no monthly or ongoing fees over features such as an offset account		✓
	Comfortable that minimum repayment amounts may change or the interest payable over the term of the loan may fluctuate due to changes in the interest rate		✓
	Want the flexibility to pay down the loan faster without additional fees or penalties, and to access those extra repayments if needed		✓
	Have limited savings for a deposit (loan amounts up to 95% of property value with lenders mortgage insurance applicable)		✓

	Require a fixed rate to allow certainty of minimum repayments for a specified period	x
	Cannot meet the product and credit assessment requirements	x
	Needs, Objectives and Financial Situation (cont')	
	Further to the above, when an <u>optional offset account is taken out</u> with this product, the following considerations should also be taken into account. The crosses indicate where the product is not suitable for retail customers.	
	Prioritise no monthly fees and access to features such as an offset account over a lower interest rate	✓
	Prefer the convenience of accessing any additional funds from a linked transaction account	✓
	Prioritise a lower interest rate over features such as an offset account	x
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>▪ able to 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

	<p>Review Triggers or Events</p>	<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>
<p>Reporting</p>	<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>	