

## Target Market Determination

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|--------------------------|---|
| <b>Product:</b>          | <b>Land Rent Scheme (ACT)</b>   |
| <b>Made by:</b>          | Beyond Bank Australia Limited ABN 15 087 651 143<br>AFSL/Australian Credit Licence 237856 |
| <b>Version no.:</b>      | 1.2   |
| <b>Date made:</b>        | 5 October 2021  |
| <b>Last review date:</b> | 30 November 2023  |
| <b>Ceased date:</b>      | In use  |

### Target Market

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Customers in the target market are customers (individuals or a company) who:

- have pre-qualified for a Land Rent Scheme block of vacant land, or who are purchasing a pre-existing property (house and land) in the ACT under a Land Rent Crown Lease;

and who want to:

- mortgage the property by way of security;
- repay the loan over a term of between 5 and 30 years by making principal and interest repayments;
- borrow between \$50,000 and \$2,000,000;
- borrow not more than 90% of the value of the property; and
- have the loan interest rate variable or fixed or a combination of both.

Customers must be 18 years of age or over.

Customers may have already owned real property and obtained a home loan, or may be buying a property and obtaining a home loan for the first time. Customers will therefore have differing levels of knowledge and experience with home loans including, potentially, very little or no such experience.

Customers are not in the target market if they:

- have not pre-qualified for a Land Rent Scheme block of vacant land, or who are not purchasing a pre-existing property (house and land) in the ACT under a Land Rent Crown Lease.

### Distribution Conditions

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The Product may be advertised by us on our website, in our branches and through various media channels including online.

The Product can be distributed direct to customers by those members of our staff who are trained as home loan lenders and by mortgage brokers accredited by us.

Distribution will only occur after the customer's eligibility for the product has been determined.

## Review Triggers

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The following review triggers apply for this Product:

- Material changes to the Product terms and conditions, other than changes to variable interest rates and consequential changes to repayments.
- Number of customer complaints alleging that the loan product was unsuitable for the customer because of the product features or terms.
- Default rates on active loans of this type at the end of any 6 month period.

## Review Period

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An initial review of this Target Market Determination will occur within 12 months.

This Target Market Determination is then to be reviewed at least every 12 months.

The Product Manager is responsible for overseeing the completion of the review prior to the end of each review period.

## Information Reporting

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The following table sets out the information which we require to be reported to us in respect of the Product by persons who engage in retail distribution conduct in respect of the Product.

Unless otherwise stated, the first reporting period commences on 5 October 2021 and each subsequent reporting period commences at the end of the prior reporting period.

| <b>Information required to be reported</b>   | <b>Who is required to report?</b>  | <b>How frequently is a report required (reporting period)?</b> | <b>How will the report be made?</b>   |
|--|--|--|---|
| The number of complaints received in relation to the Product during the reporting period   | Products (in respect of complaints lodged with the bank directly) and Brokers who distribute the Product | Quarterly  | By email to Product Manager at <a href="mailto:productoperations@beyondbank.com.au">productoperations@beyondbank.com.au</a> |
| The number of loans of this type that are in default as a % of all active loans of this type, at the end of the reporting period | Products   | Six-monthly  | By email to Product Manager at <a href="mailto:productoperations@beyondbank.com.au">productoperations@beyondbank.com.au</a> |

## Revision management

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| <b>Date</b>      | <b>Action</b>                  | <b>Current Version</b> |
|------------------|--------------------------------|------------------------|
| 5 October 2021   | TMD made                       | 1.0                    |
| 30 November 2022 | TMD Annual Review – No Changes | 1.1                    |
| 30 November 2023 | TMD Annual Review – No Changes | 1.2                    |