

# Fixed Rate Home Loan (L27)

## Target Market Determination

This Target Market Determination (TMD) is required under section 994B of the Corporations Act 2001 (Cth). It sets out the target market for the product, triggers to review the target market and how the product is distributed.

This document is not a Product Disclosure Statement (PDS) and is not a summary of the product features or substitute for the product's terms and conditions or other disclosure documents. This TMD does not consider any person's individual objectives, financial situation or needs.

Issuer	G&C Mutual Bank Limited trading as Unity Bank & Reliance Bank Limited, ABN 72 087 650 637, AFSL & Australian Credit Licence 238311		
Effective Date	21 March 2025	Next Review Date	21 March 2027
Target Market	Description of Target Market		
	Retail customers who: <ul style="list-style-type: none"><li>are seeking a home loan to purchase or refinance an owner-occupied or investment 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		
	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 for owner-occupied, maximum of 90% with LMI for investment</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 \$10,000 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> Additional features, fees, charges, or conditions other than those displayed in this document may be available or applicable. This document must be read together with the Account and Access Facilities Terms and Conditions, Summary of Account and Access Facilities, Fees and Charges Schedule and Interest Rate Schedule.		
Suitability, Needs, Objectives and Financial Situation			
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 or			

	investment property. The <u>crosses indicate</u> where the product is <u>not suitable</u> for retail customers.	
	Are seeking a long-term loan for the purchase or refinance of a residential owner-occupied or investment 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	✓
	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 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; and</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> <p>All distribution channels are subject to appropriate controls and/or monitoring.</p>	
	<p>The initial review of this document is within 12 months of product launch. Periodic reviews will be completed every 24 months from the last review.</p> <p>We may also review this TMD sooner if any of the below review triggers occur, or if an event or circumstance has occurred that would reasonably suggest that the TMD may no longer be appropriate:</p>	
Reviewing this Target Market Determination	Review Trigger	Description
	Customer Trends	<p>Trends in customer outcomes that are significantly inconsistent with the intended product performance that reasonably suggests the TMD is no longer appropriate including:</p> <ul style="list-style-type: none"> <li>▪ number of accounts that customers opt to close shortly after the product is issued;</li> </ul>

	<ul style="list-style-type: none"> <li>▪ number of accounts that appear inactive shortly after the product is issued; and</li> <li>▪ unexpected changes in sales trends</li> </ul>
Complaints	Unexpected trends in complaints received from customers in relation to the use of the product including the understanding of risks, conditions suitability and/or key attributes.
Incidents and breaches	Where deficiencies are identified in the products' design, distribution or disclosure documentation as a result of incidents related to potential breaches of legal or regulatory obligations.
Material product or distribution channel change	<p>Where material changes are made to the products' key attributes or terms and conditions through any of the distribution channels including but not limited to:</p> <ul style="list-style-type: none"> <li>▪ Adding, removing or changing a key attribute</li> <li>▪ A material pricing change to the associated fees and/ or charges which impacts the overall value proposition</li> <li>▪ A change in our acceptance criteria that impacts on the suitability of the product for the target market;</li> <li>▪ A substantial change to the distribution strategy or channel(s) of the product.</li> </ul>
External events	<ul style="list-style-type: none"> <li>▪ There is a change in law or its application, a change in relevant industry code, an AFCA determination, a court decision, or ASIC or other regulatory guidance or action that materially affects the product.</li> <li>▪ Significant change in economic and market conditions.</li> <li>▪ Notification from ASIC requiring immediate stop of distribution.</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>