



**TARGET MARKET
DETERMINATION (TMD)**

**- Simple Home Loan
(Residential Full Doc)**

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About this document

This target market determination (TMD) seeks to offer consumers, distributors and staff with an understanding of the class of consumers for which this product has been designed, having regard to the objectives, financial situation and needs of the target market.

This document is not to be treated as a full summary of the product's terms and conditions and is not intended to provide financial advice. Consumer must refer to the terms and conditions and any supplementary documents which outline the relevant terms and conditions under the product when making a decision about this product.

Terms and Conditions to which this target market determination applies

This TMD applies to the Simple Home Loan (Residential Full Doc) referred to in the following Terms and Conditions:

- Sintex Home Loan General Terms and Conditions (RMBS)

Description of Target Market

The information below summarises the overall class of consumers that fall within the target market for the Simple Home Loan (Residential Full Doc), based on the key attributes of the product and the objectives, financial situation and needs that the product has been designed to meet.

The Simple Home Loan (Residential Full Doc) has been assessed as being suitable for consumers who require credit for the purposes of:

- purchasing residential property that will be for private use;
- purchasing residential property that will be for investment use;
- refinancing an existing loan secured by a residential property they already own;
- conducting non-structural renovations to a residential property they already own;



Description of Target Market

- releasing equity to purchase personal assets, including but not limited to cars, boats, furniture, caravans and motorbikes;
- releasing equity to purchase or invest in their own business using a residential property they already own as security;
- releasing equity in a residential property to be used for investment purposes;
- consolidating an existing home loan with other existing debts, such as personal loans and credit cards, into one easy to manage repayment.

The product has been assessed as meeting the needs and objectives of the consumers in the target market because it provides a combination of flexible loan features and responsive customer support.



Product description and key attributes

The key eligibility requirements and product attributes of this Simple Home Loan (Residential Full Doc) are:

Maximum loan term	30-year loan term
Maximum LVR	70.01% to 80% for loans up to \$1,500,000 Up to 70% for loans up to \$2,000,000
Minimum loan amount	\$100,000
Maximum loan amount	\$2,000,000
Repayment type	Principal & Interest, or Interest Only
Fixed rate options	1 - 5 year
Maximum IO period	5 years
Repayment Frequency	Weekly, Fortnightly or Monthly (except IO loans must be paid monthly)
Additional Repayments	Unlimited for Variable rate loans
Increases to existing loans subject to serviceability	if within maximum LVR and loan amount criteria
Security Substitutions	Yes
Unlimited redraw on variable rate loans	Yes

Objectives, financial situation, and needs

This product is likely to be suitable for borrowers who:

- Require credit to purchase or refinance a residential property, or to access the equity in the property for personal, business or investment purposes
- Are able to service the loan without hardship
- Have an income source which is either PAYG, Self employed or a combination of both
- Are able to meet minimum deposit requirements for purchases
- Are not in arrears or default if refinancing an existing loan

Consistency between target market and the product

We have assessed that the key terms, features and attributes of the product are likely to be suitable for consumers within the target market.

Excluded class of consumers

This product is unlikely to be suitable for borrowers who:

- have unpaid defaults noted on their credit report
- have unsettled judgements noted on their credit report without reasonable explanation
- Currently declared bankrupt

The product has been assessed as being unlikely to be suitable for these consumers because their financial position or past credit conduct suggest that they could not make repayment of a loan without hardship.

Distribution Conditions

Distribution channels

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

- Accredited Brokers who hold an ACL or be a Credit Representative authorised to engage in credit activities on behalf of a credit licensee
- Authorised Credit Representatives

Distribution conditions

This product should only be distributed:

- to borrowers who meet eligibility requirements;
- to borrowers who are able to service the repayments without hardship; and
- by third party distributors who have the necessary skill and experience and have been authorised by us to distribute the products

Adequacy of distribution conditions and restrictions

We have assessed that the distribution conditions and restrictions are appropriate and will assist distribution in being directed towards consumers in the target market because all distributors are legally required to meet a higher standard than the 'reasonable steps' obligation under



TMD Review

Initial review

Within 12 months of the effective date.

Periodic reviews

At least every three years from the initial review.

Review triggers or events

Any event or circumstances arise that would suggest the TMD is no longer appropriate. This may include (but not limited):

- a material change to the design or distribution of the product, including related documentation;
- occurrence of a significant dealing;
- where distribution conditions are found to be inadequate;
- Greater than 5 complaints regarding the product or its distribution in any given month.

- A greater than 3% increase in total arrears for any given month
- A greater than 3% increase in total hardships for any given month
- there are significant regulatory changes;
- the occurrence of external events such as adverse media coverage or regulatory attention in relation to the product, where it suggests that the target market for the product may not be appropriate.

Where a review trigger has occurred, a review of this target market determination will be completed within 10 business days.

Version Control

Version	Start Date	Comments
1.0	December 2023	Initial Review