

## Target Market Determination

<b>Product</b>	Bridging Loan – Owner Occupied
<b>Issuer</b>	The Mac (Macarthur Credit Union Ltd) ABN/ACN 83 087 650 244 AFSL/ACL 239933
<b>Date of TMD</b>	1 October 2021
<b>Target Market</b>	<p><b>Description of target market</b></p> <p>Retail clients who:</p> <ul style="list-style-type: none"> <li>are seeking a loan to: <ul style="list-style-type: none"> <li>purchase or renovate a home;</li> <li>refinance an existing home loan; or</li> <li>top up an existing loan for any worthwhile purpose</li> </ul> </li> <li>are aged 18 years or more and meet the credit assessment criteria for the product</li> <li>are willing and able to offer a first registered mortgage over real property (or other acceptable security) as security for the loan</li> <li>need the flexibility to make additional repayments</li> <li>need an interest only period whilst selling other property to enable repayment of the loan</li> <li>need the facility to redraw advance repayments</li> </ul> <p><b>Description of product, including key attributes</b></p> <p>This is a bridging home loan secured over real property. The key attributes are:</p> <ul style="list-style-type: none"> <li>loan amounts of \$25,000 or more</li> <li>loan terms of up to 12 months</li> <li>interest only</li> <li>interest rate variable</li> <li>repayment frequency is monthly</li> <li>the ability to make additional repayments</li> <li>a redraw facility</li> <li>must provide a registered first mortgage over real property or other acceptable security</li> <li>Fees and Charges may include Application Fee, Valuation Fee &amp; Legal Fees. Refer to The Mac Fees Charges and Transaction Limits document found at <a href="https://themaccu.com.au/about-us/corporate-information/the-fine-print/">https://themaccu.com.au/about-us/corporate-information/the-fine-print/</a> for all relevant fees and charges.</li> </ul>

<b>Distribution Conditions</b>	<p><b><i>Distribution conditions</i></b></p> <p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> <li>• branches</li> <li>• call centre</li> <li>• online</li> </ul> <p>Distribution conditions for this product include:</p> <ul style="list-style-type: none"> <li>• ensuring that clients meet the eligibility conditions for the product</li> <li>• ensuring that distribution through branches, mobile lenders and call centres is by appropriately authorised and trained staff</li> <li>• ensuring that information is correct online.</li> </ul>
<b>Review Triggers</b>	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate include:</p> <ul style="list-style-type: none"> <li>• A significant dealing of the product to consumers outside the target market occurs</li> <li>• A significant number of complaints is received from customers in relation to their purchase or use of the product that reasonably suggests that the TMD is no longer appropriate</li> <li>• A material change to the product or the terms and conditions of the product occurs which would cause the TMD to no longer be appropriate</li> </ul> <p>The <i>Product Governance Framework</i> includes regular consideration of whether there has been a review trigger following each distribution information report. That consideration is by reference to paragraphs 154 to 156 of RG 274.</p>
<b>Review Periods</b>	<p><b><i>First review date:</i></b> 01 February 2023</p> <p><b><i>Periodic reviews:</i></b> every 2 years after the initial and each subsequent review</p>

**Distribution  
Information  
Reporting  
Requirements**

The following information must be provided to Macarthur Credit Union Ltd by distributors who engage in retail product distribution conduct in relation to this product:

Type of information	Description	Reporting period
Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD)	As soon as practicable, and in any case within 10 business days after becoming aware
Complaints	Number of complaints	Every 3 months
Sales <b>outside</b> the target market	Number of sales \$ value of sales	Every 3 months
Sales <b>inside</b> the target market	Number of sales \$ value of sales	Every 3 months