

Product Name	Fixed Rate Car Loan (L19)		
Issuer	G&C Mutual Bank Limited, ABN 72 087 650 637, AFSL & Australian Credit Licence 238311		
Effective Date	5 October 2021	Date of TMD	1 August 2022
Target Market	Description of Target Market		
	<p>Retail customers who:</p> <ul style="list-style-type: none"> <li>are seeking to purchase a new or used car up to 3 years old and want the certainty of a fixed interest rate and fixed repayments for the term of the loan</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 acceptable security for the loan</li> </ul>		
	Description of Product, including key attributes		
	<p>This is a car loan with a number of key attributes:</p> <ul style="list-style-type: none"> <li>no minimum, maximum loan amount of \$150,000</li> <li>loan terms of up to 7 years</li> <li>fixed interest rate</li> <li>principal and interest repayment type</li> <li>repayment frequency can be weekly, fortnightly or monthly</li> <li>ability to make unlimited extra repayments without any fees or penalties</li> <li>a redraw facility</li> <li>acceptable security for the loan must be provided</li> <li>establishment fee</li> <li>no monthly service fees</li> </ul> <p>Additional features, fees, charges, or conditions other than those displayed in this document may be available or applicable. Please refer to the Account and Access Facility Terms &amp; Conditions and relevant interest rate brochure for full information.</p>		
	Needs, Objectives and Financial Situation		
	<p>This product has been designed for those wanting to purchase a new or used car up to 3 years old. The crosses indicate where the product is not suitable for retail customers.</p>		
	Want a short to medium-term loan to fund the purchase of a vehicle that is under 3 years old		✓
Are willing to provide their new or used vehicle (under 3 years old) as security in exchange for a lower rate		✓	
Want the certainty of fixed interest and repayments over the term of loan		✓	
Seek low costs to maintain the loan and may want the option to pay off their loan quickly. Unlimited free extra repayments are permitted, and there are also no early payout fees		✓	
Seeking additional features such as 100% offset facility		✗	
Cannot meet the product and credit assessment requirements		✗	

<p>Distribution Conditions</p>	<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>▪ 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; and</li> <li>▪ able to meet our identity verification requirements</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>Reviewing this Target Market Determination</p>	<p>We will review this Target Market Determination in accordance with the below:</p> <table border="1" data-bbox="320 880 1540 1529"> <tr> <td data-bbox="320 880 608 943"> <p>Initial Review</p> </td> <td data-bbox="608 880 1540 943"> <p>Within 12 months of the effective date</p> </td> </tr> <tr> <td data-bbox="320 943 608 1032"> <p>Periodic Review</p> </td> <td data-bbox="608 943 1540 1032"> <p>At least every 12 months from the initial review, and any subsequent periodic review</p> </td> </tr> <tr> <td data-bbox="320 1032 608 1529"> <p>Review Triggers or Events</p> </td> <td data-bbox="608 1032 1540 1529"> <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 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> </td> </tr> </table>		<p>Initial Review</p>	<p>Within 12 months of the effective date</p>	<p>Periodic Review</p>	<p>At least every 12 months from the initial review, and any subsequent periodic review</p>	<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 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>
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<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>							