

Product Name	Bridging Home Loan – Owner-Occupied (L24)		
Issuer	G&C Mutual Bank Limited, ABN 72 087 650 637, AFSL & Australian Credit Licence 238311		
Effective Date	1 January 2024	Next Review Date	1 July 2025
Target Market	Description of Target Market		
	Retail customers who: <ul style="list-style-type: none"> are seeking a loan to help fund the purchase of an owner-occupied property before their existing property is sold are willing and able to offer a first registered mortgage over real property as security for the loan 		
	Description of Product, including key attributes		
	This is a home loan with a number of key attributes: <ul style="list-style-type: none"> no minimum loan amount maximum Loan-to-Value Ratio (LVR) is 75% during the bridging period where a continuing debt will exist after selling one property, or 50% if the debt is to be fully repaid after the sale of one property. loan terms of up to 12 months variable interest rate interest only repayment type repayment frequency is monthly no mortgage offset account no monthly service fees establishment fee dependent on loan amount 		
	Needs, Objectives and Financial Situation		
	This product has been designed for those wanting to purchase an owner-occupied property and require funds for a short period. The crosses indicate where the product is not suitable for retail customers.		
	Seek short-term finance to bridge the gap between selling one property and purchasing or constructing another		
Have equity in their existing property or can make a contribution such that the maximum Loan-to-Value Ratio is 75% across both loans and properties			✓
Want the ability to make additional or lump sum payments during the bridging term or pay off early without penalty			✓
Want certainty of interest rates and flexible repayments options			✗
Cannot meet the product and credit assessment requirements			✗

<p>Distribution Conditions</p>	<p>This product is designed to be distributed by G&C Mutual Bank through the following channels:</p> <ul style="list-style-type: none"> ▪ online through our website ▪ online through relevant third-party comparison sites ▪ targeted advertising ▪ by phone or email through our Contact Centre ▪ our team of mobile lenders ▪ in person through our Service Centres <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"> ▪ aged 18 years or older ▪ a permanent resident of Australia ▪ able to meet our identity verification requirements ▪ meet the credit assessment criteria for the product including sufficient income to service the loan repayments <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="320 990 1540 1641"> <tr> <td data-bbox="320 990 608 1052"> <p>Initial Review</p> </td> <td data-bbox="608 990 1540 1052"> <p>Within 12 months of the effective date</p> </td> </tr> <tr> <td data-bbox="320 1052 608 1115"> <p>Periodic Review</p> </td> <td data-bbox="608 1052 1540 1115"> <p>Within 18 months of the effective date</p> </td> </tr> <tr> <td data-bbox="320 1115 608 1641"> <p>Review Triggers or Events</p> </td> <td data-bbox="608 1115 1540 1641"> <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"> ▪ A material change to the product or its terms and conditions; ▪ A change in our acceptance criteria that impacts on the suitability of the product for the target market; ▪ Negative trends across sales, complaints, hardship and product usage data; ▪ Distribution conditions are no longer appropriate; ▪ External events such as adverse media coverage or regulatory attention; and ▪ Significant numbers of complaints received from customers in relation to the use of the product. </td> </tr> </table>		<p>Initial Review</p>	<p>Within 12 months of the effective date</p>	<p>Periodic Review</p>	<p>Within 18 months of the effective date</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"> ▪ A material change to the product or its terms and conditions; ▪ A change in our acceptance criteria that impacts on the suitability of the product for the target market; ▪ Negative trends across sales, complaints, hardship and product usage data; ▪ Distribution conditions are no longer appropriate; ▪ External events such as adverse media coverage or regulatory attention; and ▪ Significant numbers of complaints received from customers in relation to the use of the product.
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<p>Reporting</p>	<p>We will collect and record details of:</p> <ul style="list-style-type: none"> ▪ Product related complaints received each month from customers or distributors. ▪ Any significant dealing which is not consistent with this TMD. Reporting must be within 10 business days of becoming aware of any such dealing. 							