Target Market Determination

Product Name	Momentum Home Loan – Property Investor (L23)		
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

Retail customers who:

- are seeking to refinance an existing investment home loan
- 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:

- minimum loan amount of $100,000
- maximum Loan to Value Ratio (LVR) of 80% without Lenders Mortgage Insurance (LMI), maximum of 90% with LMI
- loan terms of up to 30 years
- principal and interest or interest only repayment type
- tiered variable interest rates based on LVR thresholds to assess risk
- repayment frequency for principal and interest can be weekly, fortnightly or monthly, for interest only repayment frequency is monthly
- ability to make unlimited extra repayments
- a redraw facility
- a 100% mortgage offset account
- no establishment and no monthly service fees

Needs, Objectives and Financial Situation

This product has been designed for those wanting to refinance their existing investment loan from another lender due to their lifestyle, family or financial situation changing, or for a more competitive offering. The crosses indicate where the product is not suitable for retail customers.

Want a competitive interest rate option based on the equity in your home to refinance to a better deal	✓
Have additional savings or plan to grow their savings and wish to offset those funds against the loan to reduce the interest payable	✓
Prefer the convenience of accessing any additional funds from their linked transaction account	✓
Comfortable that minimum repayment amounts may change or the interest payable over the term of the loan may fluctuate due to changes in the interest rate	✓
Want the flexibility to pay down the loan faster without additional fees or penalties, and to access those extra repayments if needed	✓
Want to purchase a home or refinance an existing G&C Mutual Bank loan	✗
Cannot meet the product and credit assessment requirements	✗

<table>
<tr><td>Distribution Conditions</td><td colspan="2">This product is designed to be distributed by G&C Mutual Bank through the following channels:
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
This product can only be issued to those who are eligible and meet the minimum account criteria. All applicants must be:
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
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.</td></tr>
<tr><td rowspan="4">Reviewing this Target Market Determination</td><td colspan="2">We will review this Target Market Determination in accordance with the below:</td></tr>
<tr><td>Initial Review</td><td>Within 12 months of the effective date</td></tr>
<tr><td>Periodic Review</td><td>At least every 12 months from the initial review, and any subsequent periodic review</td></tr>
<tr><td>Review Triggers or Events</td><td>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):
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>
<tr><td>Reporting</td><td colspan="2">We will collect and record details of:
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.</td></tr>
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