

# Target Market Determination

Version 1 dated October 2021

This Target Market Determination (TMD) has been prepared in accordance with the *Treasury Laws Amendment (Design and Distribution Obligations and Product Intervention Powers) Act 2019* and associated Regulations. TMDs are designed to assist issuers to ensure that financial products they issue are likely to be consistent with the *likely objectives, financial situation and needs* of the consumers for whom they are intended (the target market) and to assist distributors to ensure that financial products are distributed to the target market.

The TMD is general in nature and should not be construed as financial advice. Consumers should obtain independent advice prior to acquiring the product to ensure that it is appropriate for their particular *objectives, financial situation and needs*.

|                            |   |
|----------------------------|---|
| <b>Product</b>             | Ultra Prime (Essentials)  |
| <b>Reference documents</b> | General Home Loan Terms and Conditions and Credit Guide   |
| <b>Issuer</b>              | Well Nigh Capital Funding No. 1 Pty Ltd ABN 17 603 911 995  |
| <b>Date of TMD</b>         | 5 October 2021  |
| <b>Target Market</b>       | <p><b><i>Description of target market</i></b></p> <p>The features of this product have been assessed as meeting the <i>likely objectives, financial situation and needs</i> of consumers who:</p> <ul style="list-style-type: none"><li>• meet the eligibility criteria;</li><li>• require a loan to purchase or refinance an owner occupied or investment residential property;</li><li>• require the flexibility of a variable interest rate;</li><li>• require the ability to make unlimited extra repayments and access redraw;</li><li>• may want access to other optional features and benefits (such as linked offset account; and</li><li>• require the option of either principal and interest or interest only repayments.</li></ul> <p>Whilst variable interest rates may fluctuate, the product meets the likely objectives, financial situation and needs of consumers in the target market because it allows them to make additional repayments and/or deposit funds into an offset account to reduce interest payable whilst retaining the ability to draw on those funds when required.</p> <p><b><i>Owner Occupied Residential Property</i></b></p> <p>This product allows consumers to finance the purchase or refinance of an owner occupied residential property with the ability to select principal and interest repayments in order to reduce the overall debt and build equity or interest only.</p> <p><b><i>Investment Residential Property</i></b></p> |

This product allows consumers to finance the purchase or refinance of an investment property with the ability to select:

- principal and interest repayments in order to reduce the overall debt and build equity; or
- interest only for tax purposes.

***Description of product, including key attributes***

- Variable interest rate.
- Offset account is available.
- Redraw is available .
- Minimum loan amount \$150,000.
- Maximum loan amount \$1,000,000.
- Maximum loan term 30 years.
- Maximum Loan to Valuation Ratio (LVR): 95% including LMI
- Lenders Mortgage Insurance applies if LVR is above 80%.
- Repayment options:
  - principal and interest and interest only for Owner Occupied.
  - principal and interest and interest only for Investment.
- Repayment frequency – weekly, fortnightly or monthly.
- Application fee is payable.
- Settlement fee is payable.
- Annual Facility fee is payable where a 100% offset account is linked.
- Nil redraw fee for redraw conducted via internet banking (a fee applies for staff assisted redraw).

***Classes of consumers for who the product may not be suitable***

This product may not be suitable for consumers who:

- do not meet the eligibility requirements;
- are seeking the certainty of fixed repayments over the term of the loan;
- are looking to construct a property;
- are looking to consolidate more than 4 debts;
- are self-employed other than medical professionals

| <b>Distribution Conditions</b>                         | <p><b><i>Distribution conditions</i></b></p> <p>The following distribution channels and conditions have been assessed as being appropriate to direct the distribution of the product to the target market:</p> <table border="1" data-bbox="432 398 1388 584"> <thead> <tr> <th data-bbox="432 398 767 432">Channel</th> <th data-bbox="767 398 1388 432">Conditions</th> </tr> </thead> <tbody> <tr> <td data-bbox="432 432 767 584">Mortgage Management / White Label</td> <td data-bbox="767 432 1388 584">All applications submitted by accredited mortgage managers must comply with our policies and procedures issued to accredited mortgage managers from time to time.</td> </tr> </tbody> </table> <p>The distribution channels and conditions are appropriate because:</p> <ul style="list-style-type: none"> <li>• the product has a wide target market;</li> <li>• our distributors have been adequately trained to understand their DDO obligations;</li> <li>• we rely on existing distributors, methods, controls and supervision already in place;</li> <li>• our approval system has controls in place to flag applicants who may be outside the target market; and</li> <li>• accredited mortgage brokers are subject to a higher duty under BID to ensure that the product is in the best interests of the particular consumer;</li> </ul> | Channel   | Conditions  | Mortgage Management / White Label | All applications submitted by accredited mortgage managers must comply with our policies and procedures issued to accredited mortgage managers from time to time. |   |   |                                |   |               |
|--|--|---|-------------|-----------------------------------|---|---|---|--------------------------------|---|---------------|
| Channel  | Conditions   |   |             |                                   |   |   |   |                                |   |               |
| Mortgage Management / White Label                      | All applications submitted by accredited mortgage managers must comply with our policies and procedures issued to accredited mortgage managers from time to time.  |   |             |                                   |   |   |   |                                |   |               |
| <b>Review Triggers</b>                                 | <p>The following review triggers would reasonably suggest that the TMD may no longer be appropriate:</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 are received from customers in relation to the product;</li> <li>• A significant number of defaults occur;</li> <li>• There is a material change to the product or the terms and conditions of the product.</li> </ul>   |   |             |                                   |   |   |   |                                |   |               |
| <b>Review Periods</b>                                  | <p><b><i>First review date:</i></b> 1 October 2021</p> <p><b><i>Periodic reviews:</i></b> at least every 12 months from the initial review and each subsequent review.</p>   |   |             |                                   |   |   |   |                                |   |               |
| <b>Distribution Information Reporting Requirements</b> | <p>The following information must be provided to the Issuer by distributors who engage in retail product distribution conduct in relation to this product:</p> <table border="1" data-bbox="432 1671 1388 2009"> <thead> <tr> <th data-bbox="432 1671 783 1720">Type of information</th> <th data-bbox="783 1671 1086 1720">Description</th> <th data-bbox="1086 1671 1388 1720">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="432 1720 783 1921">Specific Complaints</td> <td data-bbox="783 1720 1086 1921">Details of the complaint, including name and contact details of complainant and substance of the complaint.</td> <td data-bbox="1086 1720 1388 1921">As soon as practicable and within 10 business days of receipt of complaint.</td> </tr> <tr> <td data-bbox="432 1921 783 2009">General Complaints Information</td> <td data-bbox="783 1921 1086 2009">Number of complaints and general feedback</td> <td data-bbox="1086 1921 1388 2009">Every 1 month</td> </tr> </tbody> </table>   | Type of information   | Description | Reporting period                  | Specific Complaints   | Details of the complaint, including name and contact details of complainant and substance of the complaint. | As soon as practicable and within 10 business days of receipt of complaint. | General Complaints Information | Number of complaints and general feedback | Every 1 month |
| Type of information                                    | Description  | Reporting period  |             |                                   |   |   |   |                                |   |               |
| Specific Complaints                                    | Details of the complaint, including name and contact details of complainant and substance of the complaint.  | As soon as practicable and within 10 business days of receipt of complaint. |             |                                   |   |   |   |                                |   |               |
| General Complaints Information                         | Number of complaints and general feedback  | Every 1 month   |             |                                   |   |   |   |                                |   |               |

|  |                        |   |  |
|--|------------------------|---|--|
|  |                        | relating to the product and its performance   |  |
|  | 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 |