

Target Market Determination
Home Loan – Bridging Loan Variable



Product	Home Loan – Bridging Loan Variable
Issuer	Australian Mutual Bank LTD (AMBL) ABN 93 087 650 726 AFSL 236 476 Australian credit licence 236476
Date of TMD	3 March 2023
Target Market	<p>Description of target market</p> <p>Retail clients who are over 18 years of age and are seeking:</p> <ul style="list-style-type: none"> • short term finance on the basis of a homeowner finalising the sale of an existing property • a loan that requires monthly payments of interest only whilst selling other property to enable repayment of the loan • an owner occupied or investment loan that meets their capacity to repay • to offer a first registered mortgage over real property as security for the loan <p>Description of product, including key attributes</p> <ul style="list-style-type: none"> • a variable rate of interest • available for loan to valuation ratios up to a maximum of 85% (Lenders Mortgage Insurance may be required) • loan amounts up to \$10,000,000 • require that borrowers must be able to clear the bridging loan at the expiry of its term through sale of assets or have sufficient serviceability to repay any residual debt on a principal and interest basis over the remaining loan term • loan terms of up to 12 months (subject to review thereafter) • interest only repayments • establishment fee • third party fees • only available to consumers that meet the eligibility criteria
Appropriateness Statement	Australian Mutual Bank LTD has considered that the product including its key attributes is likely to be consistent with the objectives, financial situation and needs of consumers in the target market

Phone 13 61 91 Email info@australianmutual.bank www.australianmutual.bank

Australian Mutual Bank Ltd ABN 93 087 650 726, 59 Buckingham Street Surry Hills NSW 2010, PO Box 881, Haymarket NSW 1240
Australian credit licence 236476, AFSL 236476, BSB 611 100

Distribution Conditions	<p><i>Distribution conditions</i></p> <p>This loan is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> • AMBL branches • AMBL Mobile Banking Specialists • AMBL Credit Specialists • AMBL contact centre • AMBL website <p>Distribution conditions for this product include:</p> <ul style="list-style-type: none"> • ensuring that the credit representative is authorised • ensuring that distribution through AMBL branches, AMBL Mobile Banking Specialists, AMBL Credit Specialists and the AMBL contact centre is by appropriately trained staff
Review Triggers	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate include:</p> <ul style="list-style-type: none"> • a significant change to lending policies, guidelines and/or procedures • a significant number of customers experiencing financial hardship • a significant dealing of the product to consumers outside the target market • 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 • 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 • a notification from ASIC requiring immediate cessation of product distribution or particular conduct in relation to the product • information from other sources about consumer outcomes, including from the Australian Financial Complaints Authority (AFCA). <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 153 to 156 of RG 274</p>
Review Periods	<p>The first review, and each ongoing review, must be completed within each consecutive 12 month period from the start date or earlier where necessary.</p>

Distribution Reporting Requirements

The following information must be provided to Australian Mutual Bank LTD by distributors who engage in retail product distribution conduct in relation to this product:

The reporting period for this determination is every 3 months commencing from the start date.

Type of information	Description	Reporting period
Significant dealing(s)	Information about any significant dealing in the product that is not consistent with the target market determination of which the distributor becomes aware.	As soon as practicable, and in any case within 10 business days after becoming aware
Complaints	The number of complaints and the nature and circumstances of the complaints	As soon as practicable, and in any case within 30 days or any other date reasonably requested
Other information requested by AMBL	Any other information reasonably requested by AMBL	Within 30 days or any other date reasonably requested