



Target Market Determination (TMD) Home Loan – Owner Occupied

Product	Home Loan – Owner Occupied
Issuer	Goulburn Murray Credit Union Co-operative Ltd ABN 87 087 651 509 AFSL 241364
Date of TMD	05/10/2021
Target Market	<p>Description of target market</p> <p>Home Loan – Owner Occupied is available to borrowers who provide a mortgage over residential property and use the funds for non-investment purposes.</p> <p>It is designed for the class of customers who are eligible borrowers who are looking for choice of fixed or variable interest rates.</p> <p>For <u>fixed rate home loans</u>, the target market includes: borrowers who are looking to purchase or refinance a home and want the certainty of a fixed interest rate and fixed repayments for the term of the loan.</p> <p>For <u>variable rate home loans</u>, the target market includes: borrowers who are looking to purchase or refinance a home and want the flexibility to make additional repayments and redraw funds as required.</p> <p>Description of product, including key attributes</p> <p>Home Loan – Owner Occupied is a loan secured by residential mortgage with the following key attributes;</p> <ul style="list-style-type: none">• Choice of fixed or variable interest rate;• Maximum loan term of 30 years;• Repayment of principal and interest (or periods of interest only subject to approval);• Repayment frequency at least monthly;• Interest offset account;• Redraw. <p>Establishment fee, default fee and security fees apply. A monthly service fee applies if a Basic option is chosen. Break Cost fee applies if a fixed rate is chosen.</p> <p>Interest is calculated daily and charged monthly.</p> <p>Description of likely objectives, financial situation and needs of consumers in the target market</p> <p>This product is designed for borrowers who are:</p> <p>For <u>fixed rate home loans</u>:</p> <ul style="list-style-type: none">• <u>Likely objectives</u>: seeking the certainty of a fixed interest rate; seeking the certainty of fixed repayments over the term of the loan.• <u>Likely financial situation</u>: meet the bank's credit assessment requirements; regular income.• <u>Likely needs</u>: need funds to purchase or refinance a home. <p>For <u>variable rate home loans</u>:</p> <ul style="list-style-type: none">• <u>Likely objectives</u>: seeking flexibility to make extra repayments without a fee; seeking flexibility to redraw funds as required; seeking additional features on their home loan (eg, offset account).• <u>Likely financial situation</u>: meet the bank's credit assessment requirements; regular income.• <u>Likely needs</u>: need funds to purchase or refinance a home. <p>Classes of consumers for whom the product is clearly unsuitable</p>



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	<p>Consumers who do not meet the eligibility requirements.</p> <p>For <u>fixed rate home loans</u>: consumers who anticipate making extra repayments.</p> <p>For <u>variable rate home loans</u>: consumers who are seeking the certainty of fixed repayments over the term of the loan; consumers who do not anticipate making extra repayments.</p> <p>Explanation of why the product is likely to be consistent with the likely objectives, financial situation and needs of consumers in the target market</p> <p>This product is easy to use, flexible and not complex; the product's applicability to a wide range of potential financial situations and life stages.</p> <p>For <u>fixed rate home loans</u> the product is consistent with the needs and objectives of customers who are seeking the certainty of a fixed interest rate and fixed repayments over the term of the loan.</p> <p>For <u>variable rate home loans</u> the product is consistent with the needs and objectives of customers who are seeking flexibility and do not wish to be locked to a fixed interest rate</p>											
<p>Distribution Conditions</p>	<p>Distribution conditions</p> <p>This product may be distributed in branch or online and is assessed by appropriate authorised bankers.</p> <p>Why the distribution conditions and restrictions will make it more likely that the consumers who acquire the product are in the target market</p> <p>Bankers will ensure that customers meet the eligibility requirements for the loan.</p>											
<p>Review Triggers</p>	<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 dealing of the product to consumers outside the target market occurs; • 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; • Material changes to regulatory environment; • High rates of default; • High hardship rates; • High numbers of consumers switching to other products. 											
<p>Distribution Reporting Requirements</p>	<p>The following information must be provided to gmcu by distributors who engage in retail product distribution conduct in relation to this product:</p> <table border="1" data-bbox="323 1637 1447 1924"> <thead> <tr> <th data-bbox="323 1637 611 1704">Type of information</th> <th data-bbox="611 1637 1123 1704">Description</th> <th data-bbox="1123 1637 1447 1704">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="323 1704 611 1771">Complaints</td> <td data-bbox="611 1704 1123 1771">Number of complaints</td> <td data-bbox="1123 1704 1447 1771">Monthly to gmcu</td> </tr> <tr> <td data-bbox="323 1771 611 1924">Significant dealing(s)</td> <td data-bbox="611 1771 1123 1924">Date or date range of the significant dealing(s) and description of the significant dealing (e.g., why it is not consistent with the TMD)</td> <td data-bbox="1123 1771 1447 1924">As soon as practicable, and in any case within 10 business days after becoming aware</td> </tr> </tbody> </table>			Type of information	Description	Reporting period	Complaints	Number of complaints	Monthly to gmcu	Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing (e.g., why it is not consistent with the TMD)	As soon as practicable, and in any case within 10 business days after becoming aware
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<p>Review Periods</p>	<p>First review date: within twelve months.</p> <p>Periodic reviews: at least every three years after the initial and each subsequent review.</p>											