



- **eligibility criteria**

- Access to extra repayments via redraw facility 24/7 through electronic banking;
- Monthly principal and interest repayments;
- No monthly or annual home loan fee;
- No annual fees on Mutual Visa Credit Card;
- Loan portability when you sell and purchase a new investment property;
- Maximum loan to value ratio of 80% without Lenders Mortgage Insurance;
- Maximum loan to value ratio of 95% with Lenders Mortgage Insurance (LMI) plus LMI costs;
- Must be an Australian citizen or permanent resident, or as otherwise approved;
- Members must be at least 18 years of age;
- Acceptable residential security or rural lifestyle security up to 10 hectares; and
- Must meet The Mutual Bank's credit assessment requirements.

The product has been designed for individuals who are purchasing or refinancing an existing investment home loan and want flexibility to make extra repayments with surplus income.

The likely objectives of the individual borrower, who is an Australian citizen, meets credit assessment requirements, and requires the loan for their investment home to be low cost with less features, include:

**Product explanation of objectives including**

- **financial situations and**
- **needs**

- An ability to make extra repayments with surplus income to repay home loan sooner;
- Access to extra repayments 24/7 via electronic banking;
- Suitability for purchase or refinance of existing residential properties and rural lifestyle properties up to 10 hectares; and
- The benefits of a low interest rate and no ongoing fees.

## **Distribution of the Investment Mutual Home Loan**

### **Distribution Channels**

The Investment Mutual Home Loan is designed to be distributed through the following means:

- The Mutual Bank's Banking Managers and lending staff as located in the Hunter Region of NSW;
- The Mutual Bank's Banking Managers and lending staff via website and telephone enquiries; and
- Through third party distributors (e.g. mortgage brokers).

### **Distribution Conditions and Restrictions**

The distribution of the Investment Mutual Home Loan is subject to the following conditions and restrictions:

- The product can only be distributed by those employees that have completed The Mutual Bank's Loan Product Training and have been assessed as competent;
- The product can only be distributed by those employees that have a current Tier 2 in

Financial Services qualification;

- The product can only be distributed by those employees that satisfy their Continuing Professional Development requirements under The Mutual Bank's Australian Credit Licence; and
- The product can only be distributed by an accredited third party as approved by The Mutual Bank.

## **Reporting by Distributors of the Investment Mutual Home Loan**

### Significant Inconsistent Dealings

Distributors must report to us in writing within 10 business days if they become aware of a significant dealing in the Investment Mutual Home Loan product that is inconsistent with this TMD. This also applies when we distribute the Investment Mutual Home Loan product.

### Complaints

Distributors must report all complaints they receive in relation to the Investment Mutual Home Loan product to us within 48 hours. Reports must be in writing and must include details of the complaint.

### Other Information Required

Distributors must also report in relation to the Investment Mutual Home Loan product any circumstances, incidents or events within 48 hours, including:

- If any inconsistent of the dealing of the product occurs;
- Adverse media reports; and
- That this TMD may no longer be appropriate.

## **Reviewing this Target Market Determination**

### **Periodic Review**

We will undertake periodic reviews of this TMD for the Investment Mutual Home Loan product at least every three (3) Years from the Effective Date of this TMD.

### **Review Triggers or Events**

Where a review trigger or event occurs, we will review this TMD within 10 business days.

We will also undertake a review of this TMD in the following circumstances:

- If we make a material change to the design or distribution of the product;
- If a significant inconsistent dealing in the product occurs;
- If it is determined by The Mutual Bank that there are more than three (3) major complaints about the product in a six (6) month period or more than six (6) major and moderate complaints over a period of 12 months;
- If The Mutual Bank's Board, Executive Management with product management responsibilities, Strategic Plan, and/or Business Plan require the product to be changed in any way;
- If The Mutual Bank's Product Owner, Chief Risk Officer or designated AML Compliance Officer (under the AMLCTF laws) have identified that the product's risks, including its money laundering and terrorism financing risks, have materially changed;
- If Australian Securities and Investments Commission (ASIC) raises concerns about the product's design or distribution;
- If Australian Financial Complaints Authority (AFCA) or a Court raise concerns about the product's design or distribution;
- If the product's design or distribution receives adverse media coverage; or
- If any other event or circumstance occurs indicating that this TMD may no longer be appropriate.