

Target Market Determination – Commercial Loan

Effective date	13 August 2024
Next review date	13 August 2027
Review period	At least every three (3) years from the effective date of this Target Market Determination
Product issuer	Maitland Mutual Limited trading as The Mutual Bank ABN 94 087 651 983 AFSL/Australian credit licence 238139.

What is a Target Market Determination?

A Target Market Determination (TMD) is a legally required document that seeks to give our customers, employees, product distributors, or any other interested parties an understanding of the class of customer for whom the product, as described below, has been designed, how the product is distributed, and related matters.

Target Market

The Mutual Bank has assessed that the below class of customers comprise the target market for the product based on the product's key attributes and the customer's likely objectives, financial situation, and needs.

Customer Objectives and Needs	Product Attributes
A commercial loan to assist with the purchase of an existing business, fund expansion, acquire equipment or invest to grow	A Commercial Mortgage loan secured by residential security, rural lifestyle security, commercial property, business assets or unsecured is available for sole traders, partnerships, trusts and registered companies. Fees may be payable. Refer to The Mutual Bank website for Commercial Lending Fees and Charges.
A commercial loan that offers variable and/or fixed interest rates.	This commercial loan offers variable and fixed interest rates. The repayments will either fluctuate when variable interest rates change or have set repayments for the duration of the fixed loan term. Make extra repayments at no extra cost. The maximum additional payments for a fixed rate loan is \$20,000 per fixed rate term permitted without incurring break costs.

A loan allowing offer split loan options.	The loan can be split into a combination of fixed and variable options, accommodating business needs.
A commercial loan that offers Principal & Interest repayments or Interest Only repayments.	<p>A Commercial loan offering principal and interest or interest only repayments with a loan term up to 20 years.</p> <p>Subject to approval, Interest Only repayments can be made on the commercial loan for an agreed period of time, between 1 to 5 years, which means that the loan balance will not be paid down by the regular, scheduled repayments during that time.</p>
A commercial loan that allows access to any additional payments made.	This commercial loan offers a redraw facility that allows access to any additional repayments made 24/7 via electronic banking.

Financial Situation

The financial situation of the target market are customers that have the ability to repay the loan without substantial hardship which is demonstrated by meeting The Mutual Bank's credit assessment criteria.

The Mutual Bank believes that if a customer meets its credit assessment criteria it is likely that the product will be consistent with the financial situation of the target market.

Eligibility Criteria

To hold this product a customer must:

- Members and/or company directors must be Australian citizens or permanent residents, or as otherwise approved;
- Business owners and/or company directors must be minimum age of at least eighteen (18) years of age;
- be for business use;
- be an Australian registered business entities such as sole traders, companies, trusts, self-managed superannuation funds, or partnerships;
- Acceptable securities include residential security, rural lifestyle security, commercial security, or any other security as otherwise approved; and
- meet The Mutual Bank's credit assessment criteria.

Distribution

Distribution Channels

This product is designed to be distributed through the following means:

- The Mutual Bank's employee assisted channels including in person and over the phone;
- The Mutual Bank's online channels including our website, Mobile App and Internet Banking; and
- Approved Third Party Distributors (e.g., Mortgage Brokers).

Distribution Conditions and Restrictions

The Mutual Bank has assessed that the following conditions and restrictions are appropriate to direct distribution of the product to customers in the target market:

- The customer meets the eligibility criteria for the product.
- The product can only be distributed by employees or approved Third Party Distributors that have completed relevant training to meet The Mutual Bank's qualification requirements and who are required to follow policies, procedures and processes in relation to distribution.
- All distribution channels are monitored for adherence to distribution conditions and restrictions.

Review Triggers

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

Review Trigger	Description
Material Product Change	If we make a material change to the design, terms and conditions or distribution of the product.
Significant Inconsistent Dealing	Any significant dealing of the product outside of the Target Market.
Complaints	Unexpected trends in complaints received from customers who acquired the product, which relate to the customer's purchase or use of the product attributes, suitability or distribution.
Regulatory Notification	If ASIC, AFCA, or a court raises concerns about the product's design or distribution.
Other	If any other event or circumstance occurs indicating that this TMD may no longer be appropriate.

Review Trigger Information Reporting Requirements

Review Triggers must be reported to the Mutual Bank by all third parties responsible for the distribution of this product in accordance with this Target Market Determination. The timeframes for reporting are as follows:

Review Trigger	Description	Reporting Time Frame
Significant Inconsistent Dealing	Any significant dealing of the product outside of the Target Market.	In writing within ten (10) business days becoming aware of a significant dealing.
Complaints	Information relating to complaints received including number of complaints, third party distributor identifier information, product name and complaint verbatim.	In writing within two (2) business days of receiving a complaint.
Other	If any other event or circumstance occurs indicating that this TMD may no longer be appropriate.	In writing within two (2) business days.

Important information about this TMD

This Target Market Determination does not consider your objectives, financial situation, or needs and is not a substitute for the provision of financial advice. This target market determination should be read in conjunction with the Product Disclosure Statement and relevant Terms and Conditions when considering whether or not this product is right for you.