

## Target Market Determination

<b>Product</b>	<b>Housing Loan - Lifestyle Investment Variable Rate Loan</b>
<b>Issuer</b>	The Capricornian Ltd ABN/ACN 54 087 650 940 Australian Financial Service Licence / Australian Credit Licence 246780
<b>Date of TMD</b>	3 January 2023
<b>Target Market</b>	<p><b>Description of target market</b></p> <p>Retail clients who:</p> <ul style="list-style-type: none"> <li>• Is an Australian resident and whose potential security property is domiciled in Australia;</li> <li>• Are aged 18 years or more and meet the credit assessment criteria for the product;</li> <li>• Are seeking a loan to: <ul style="list-style-type: none"> <li>○ purchase or renovate an investment property on a larger rural residential block (up to 40 hectares, not income producing);</li> <li>○ build a new investment property on a larger rural residential block (up to 40 hectares, not income producing);</li> <li>○ purchase a larger rural residential block (up to 40 hectares, not income producing) with plans of building a new investment property;</li> <li>or</li> <li>○ refinance an existing investment loan (with suitable security);</li> </ul> </li> <li>• Are willing and able to offer a first registered mortgage over real property (or other acceptable security) as security for the loan;</li> <li>• Need the flexibility to make additional repayments and a contractual right to redraw advance repayments as required;</li> <li>• Are wanting a competitive rate that moves with market changes; and</li> <li>• Is currently or wishes to become a shareholding member of The Capricornian Ltd.</li> </ul> <p><b>Interest only loans</b></p> <ul style="list-style-type: none"> <li>• Need an interest only period as to complete the construction of an investment home before commencing principal and interest reducing payments</li> <li>• Need an interest only period whilst selling other property</li> <li>• Need an interest only period for taxation purposes</li> </ul>

### **Principal & Interest reducing loans**

- Need to make regular repayments of interest and principal over the term of the loan.

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

This is a Lifestyle Investment Variable Rate Loan secured over real property. The key attributes are:

- Loan amounts of between \$50,000 and 80% of the property value (LVR may vary dependent on location)
- Loan terms of up to 30 years (subject to age of borrower)
- Interest only and principal and interest reducing repayment options
- variable interest rate
- Ability to make additional repayments
- Redraw facility to redraw advance repayments
- Free online and mobile banking redraws (fee applies for in branch redraw transactions)
- No penalty for extra payments or early payouts
- Repayment frequency can be weekly, fortnightly or monthly
- 100% offset account available
- No monthly loan fees (establishment fee applicable)
- Must provide a registered first mortgage over real property or other acceptable security
- Internet Banking access
- Banking App access
- Telephone Banking access
- Direct Credits, Periodical Payments, Payroll Allocations or Online Deposits
- Interest only option – margin of 0.30% applies
- Specialised investment loan for security other than standard residential property (loan is suitable for a rural lifestyle investment property up to 40 hectares, and not income producing).

	<p><b>Classes of consumers for whom the product is clearly unsuitable</b></p> <p>This product is not suitable for retail clients who:</p> <ul style="list-style-type: none"> <li>• Are unable or unwilling to offer appropriate security;</li> <li>• Need the certainty of a fixed interest rate and fixed repayments for the term of the loan;</li> <li>• Would like to purchase/or own the property as owner occupiers;</li> <li>• Are looking to purchase an investment property over 40 hectares in size;</li> <li>• Produce an income from their property;</li> <li>• Are under the age of 18 years;</li> <li>• Do not meet the credit assessment criteria for the product; or</li> <li>• Do not wish to become a shareholding member of The Capricornian Ltd.</li> </ul>
<p><b>Distribution Conditions</b></p>	<p><b>Distribution conditions</b></p> <p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> <li>• Branches</li> <li>• Mobile Lenders</li> <li>• Call centre</li> <li>• Online (contact referral generation)</li> </ul> <p><b>Distribution conditions for this product include:</b></p> <ul style="list-style-type: none"> <li>• Ensuring that clients meet the eligibility conditions for the product</li> <li>• Ensuring that distribution through branches, mobile lenders and call centres is by appropriately authorised and trained staff</li> <li>• Online application - Form submission only</li> </ul> <p>There are no other distributors for this product.</p>
<p><b>Review Triggers</b></p>	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate include:</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 is received from customers in relation to their purchase or use of the product that reasonably suggests that the TMD is no longer appropriate, or</li> <li>• 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.</li> </ul> <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 154 to 156 of RG 274.</p>

<b>Review Periods</b>	<p><b>First review date:</b> 30 June 2023</p> <p><b>Periodic reviews:</b> After initial review, subsequent reviews are on an annual basis.</p>															
<b>Distribution Information Reporting Requirements</b>	<p>The Capricornian Ltd's Home Loans are not distributed by Third Parties. The Capricornian Ltd as the issuer and distributor of the this product will ensure that the following information is regularly monitored, reviewed and reported in relation to distribution conduct for this product:</p> <table border="1" data-bbox="443 622 1437 1429"> <thead> <tr> <th data-bbox="443 622 810 680">Type of information</th> <th data-bbox="810 622 1123 680">Description</th> <th data-bbox="1123 622 1437 680">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="443 680 810 1066">Significant dealing(s)</td> <td data-bbox="810 680 1123 1066">Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD)</td> <td data-bbox="1123 680 1437 1066">As soon as practicable, and in any case within 10 business days after becoming aware</td> </tr> <tr> <td data-bbox="443 1066 810 1184">Complaints</td> <td data-bbox="810 1066 1123 1184">Number of complaints</td> <td data-bbox="1123 1066 1437 1184">Every 3 months</td> </tr> <tr> <td data-bbox="443 1184 810 1303">Sales outside the target market</td> <td data-bbox="810 1184 1123 1303">Number of sales \$ value of sales</td> <td data-bbox="1123 1184 1437 1303">Every 3 months</td> </tr> <tr> <td data-bbox="443 1303 810 1429">Sales inside the target market</td> <td data-bbox="810 1303 1123 1429">Number of sales \$ value of sales</td> <td data-bbox="1123 1303 1437 1429">Every 3 months</td> </tr> </tbody> </table>	Type of information	Description	Reporting period	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	Complaints	Number of complaints	Every 3 months	Sales outside the target market	Number of sales \$ value of sales	Every 3 months	Sales inside the target market	Number of sales \$ value of sales	Every 3 months
Type of information	Description	Reporting period														
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														
Complaints	Number of complaints	Every 3 months														
Sales outside the target market	Number of sales \$ value of sales	Every 3 months														
Sales inside the target market	Number of sales \$ value of sales	Every 3 months														