

## Target Market Determination

<b>Product</b>	<b>Housing Loan - Premium Choice Investment Fixed Rate Loan:</b> <ul style="list-style-type: none"> <li>• 1 year ≤ 80% LVR</li> <li>• 2 years ≤ 80% LVR</li> <li>• 3 years ≤ 80% LVR</li> <li>• 1 year &gt; 80% LVR</li> <li>• 2 years &gt; 80% LVR</li> <li>• 3 years &gt; 80% LVR</li> </ul>
<b>Issuer</b>	<p>The Capricornian Ltd  ABN/ACN 54 087 650 940  Australian Financial Service Licence / Australian Credit Licence 246780</p>
<b>Date of TMD</b>	<p>19 July 2024</p>
<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 a new investment home;</li> <li>○ wanting to complete major renovations to investment property; or</li> <li>○ refinance an existing investment loan;</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>• Are seeking a fixed loan priced according to relevant LVR: <ul style="list-style-type: none"> <li>▪ differing interest rate for loans 1 year ≤ 80% LVR</li> <li>▪ 2 years ≤ 80% LVR</li> <li>▪ 3 years ≤ 80% LVR</li> <li>▪ 1 year &gt; 80% LVR</li> <li>▪ 2 years &gt; 80% LVR</li> <li>▪ 3 years &gt; 80% LVR;</li> </ul> </li> <li>• Need the certainty of a fixed interest rate and fixed repayment for a period of the loan term;</li> </ul>

- Are not looking at paying out their loan or making large reductions within a short period of time; and
- Is currently or wishes to become a shareholding member of The Capricornian Ltd.

### **Interest only loans**

Retail clients who additionally:

- Need an interest only period for taxation purposes
- Need an interest only period to efficiently manage investment portfolio
- Need an interest only period whilst selling other property

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

Retail clients who additionally:

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

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

This is a Premium Choice Investment Fixed Rate Loan secured over real property.

The key attributes are:

- Loan amounts over \$50,000 and up to 90% of the property value (Lenders Mortgage Insurance applicable over 80% LVR)
- Loan terms of up to 30 years (subject to age of borrower)
- Principal and interest repayments
- Available for interest only repayments to approved applicants a margin of 0.30% applies
- Fixed interest rate/certainty on interest rates
- 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
- Additional repayments up to \$9,999.99 without penalty in any 12 month period
- Fixed interest rate terms of 1, 2 and 3 years

	<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 without capacity (without appropriate representation) to be bound by contract</li> <li>• Are unable or unwilling to offer appropriate security;</li> <li>• Need to purchase a property over eight (8) hectares</li> <li>• Would like to purchase/or own the property as owner occupiers;</li> <li>• Would like to access advance funds by way of redraw;</li> <li>• Would like to pay their loan off quickly or within a short period;</li> <li>• Would like to pay progressive payments for a construction of an Investment Property;</li> <li>• Would like to make bulk or increased regularly payments;</li> <li>• Would like an interest rate that moves with market changes;</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</li> <li>• The Capricornian Broker Network relationships</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, Call Centre, Online and Brokers is by appropriately authorised and trained staff</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> </ul>

	<ul style="list-style-type: none"> <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>Initial Review:</b></p> <p>Within twelve (12) months of the effective date.</p> <p><b>Periodic reviews:</b></p> <p>Review to be undertaken annually after the initial commencement date.</p>															
<b>Distribution Information Reporting Requirements</b>	<p>Distribution of the Premium Choice Investment Fixed Rate Loan can be provided through all channels which include, in branch, online, by phone or through our broker network relationships and will be undertaken by accredited lending staff. Marketing of the Premium Choice Investment Fixed Rate Loan may include website and other media channels such as online, radio, TV, print and paper articles.</p> <p>The Capricornian Ltd as the issuer and distributor of 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="440 1122 1437 1928"> <thead> <tr> <th>Type of information</th> <th>Description</th> <th>Reporting period</th> </tr> </thead> <tbody> <tr> <td><b>Significant dealing(s)</b></td> <td>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>As soon as practicable, and in any case within 10 business days after becoming aware</td> </tr> <tr> <td><b>Complaints</b></td> <td>Number of complaints</td> <td>Every 3 months</td> </tr> <tr> <td><b>Sales outside the target market</b></td> <td>Number of sales \$ value of sales</td> <td>Every 3 months</td> </tr> <tr> <td><b>Sales inside the target market</b></td> <td>Number of sales \$ value of sales</td> <td>Every 3 months</td> </tr> </tbody> </table>	Type of information	Description	Reporting period	<b>Significant dealing(s)</b>	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	<b>Complaints</b>	Number of complaints	Every 3 months	<b>Sales outside the target market</b>	Number of sales \$ value of sales	Every 3 months	<b>Sales inside the target market</b>	Number of sales \$ value of sales	Every 3 months
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