

Target Market Determination

| | |
|---------------|--|
| Product | <ul style="list-style-type: none"> • Housing Loan - Lifestyle Fixed Rate Loan • 1 year • 2 years • 3 years |
| Issuer | <p>The Capricornian Ltd</p> <p>ABN/ACN 54 087 650 940</p> <p>Australian Financial Service Licence / Australian Credit Licence 246780</p> |
| Date of TMD | 16 June 2025 |
| Target Market | <p>Description of target market</p> <p>Retail clients who:</p> <ul style="list-style-type: none"> • Are an Australian resident and whose potential security property is domiciled in Australia; • Are aged 18 years or more and meet the credit assessment criteria for the product; • Are seeking a loan to: <ul style="list-style-type: none"> ◦ purchase or renovate a home on a larger rural residential block (up to 100 hectares, not income producing); or ◦ purchase a larger rural residential house or block with plans of building a new home (up to 100 hectares, not income producing); or ◦ refinance an existing loan on a larger rural residential house (up to 100 hectares, not income producing); • Are willing and able to offer a first registered mortgage over real property (or other acceptable security) as security for the loan; • Need the certainty of a fixed interest rate and fixed repayment for a period of the loan term; • Are not looking to payout their home loan or make large reductions within a short period of time; and • Is currently or wishes to become a shareholding member of The Capricornian Ltd. <p>Interest only loans</p> <ul style="list-style-type: none"> • Need an interest only period whilst selling other property • Need an interest only period for taxation purposes |

- Need an interest only period to efficiently manage investment portfolio

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 Fixed Rate Home Loan secured over real property. The key attributes are:

- Loan amounts over \$250,000 and up to 80% of the property value (LVR may vary dependent on location)
- Loan terms of up to 30 years
- Principal and interest repayments
- Available for interest only repayments to approved applicants a margin of 0.30% applies
- Fixed interest rate/certainty on interest rate
- 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
- Direct Credits, Periodical Payments, Payroll Allocations or Online Deposits
- Specialised loan for security other than standard residential property (loan is suitable for a rural lifestyle property up to 50 hectares, and not income producing)
- Additional repayments up to \$9,999.99 without penalty in any 12 month period
- Fixed interest rate terms of 1, 2 and 3 years

Classes of consumers for whom the product is clearly unsuitable

This product is not suitable for retail clients who:

- Are without capacity (without appropriate representation) to be bound by contract
- Are unable or unwilling to offer appropriate security;
- Would like to purchase/or own the property for investment purposes;
- Are looking to purchase a property over 100 hectares in size;
- Borrowers who require a loan less than \$250,000;

| | |
|--------------------------------|---|
| | <ul style="list-style-type: none"> • Would like to access advance funds by way of redraw; • Would like to pay their loan off quickly within a short period; • Would like to pay progressive payments for the construction of a home; • Would like to make bulk or increased regular payments; • Would like an interest rate that moves with market changes; • Produce an income from their property; • Are under the age of 18 years; • Do not meet the credit assessment criteria for the product; or • Do not wish to become a shareholding member of The Capricornian Ltd. • Build a new home on a larger rural residential block (over 100 hectares) |
| Distribution Conditions | <p>Distribution conditions</p> <p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> • Branches • Mobile lenders • Call centre • Online • The Capricornian Broker Network relationships <p>Distribution conditions for this product include:</p> <ul style="list-style-type: none"> • Ensuring that clients meet the eligibility conditions for the product <p>Ensuring that distribution through Branches, Mobile Lenders, Call Centre, Online and Brokers is by appropriately authorise and trained staff. There are no other distributors for this product.</p> |
| Review Triggers | <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; or • 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. <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> |

| Review Periods | <p>First review date: 30 September 2025</p> <p>Periodic reviews: After initial review, subsequent reviews are on an annual basis.</p> | | | | | | | | | | | | | | | |
|---|---|--|-------------|------------------|------------------------|---|--|------------|----------------------|----------------|---------------------------------|--------------------------------------|----------------|--------------------------------|--------------------------------------|----------------|
| Distribution Information Reporting Requirements | <p>Distribution of the Lifestyle Fixed Rate Loan can be provided through all channels which include, in branch, online, by phone or through our broker network relationship and will be undertaken by accredited lending staff. Marketing of the Lifestyle 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><tr><th>Type of information</th><th>Description</th><th>Reporting period</th></tr><tr><td>Significant dealing(s)</td><td>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>As soon as practicable, and in any case within 10 business days after becoming aware</td></tr><tr><td>Complaints</td><td>Number of complaints</td><td>Every 3 months</td></tr><tr><td>Sales outside the target market</td><td>Number of sales \$ value of sales</td><td>Every 3 months</td></tr><tr><td>Sales inside the target market</td><td>Number of sales \$ value of sales</td><td>Every 3 months</td></tr></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 (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 | 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 (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 | | | | | | | | | | | | | | |
| 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 | | | | | | | | | | | | | | |

| Date | Version | Nature/Purpose of Review/Amendment | Reviewer |
|------------|---------|---|---|
| 10/01/2025 | 1.01 | Review | Senior Manager Credit Risk & Compliance |
| 09/06/2025 | 1.02 | Alterations To Lifestyle Loan | Product & CDR Officer |
| 16/06/2025 | 1.03 | Fixes to Unsuitable Target Market description | Product & CDR Officer |
| | | | |
| | | | |
| | | | |