

## Target Market Determination

Product	Housing Loan - No Frills Investment Variable Rate Loan
Issuer	The Capricornian Ltd ABN/ACN 54 087 650 940 Australian Financial Service Licence / Australian Credit Licence 246780
Date of TMD	30 June 2025
Target Market	<p><b>Description of target market</b></p> <p>Retail clients who:</p> <ul style="list-style-type: none"> <li>• Are 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>○ build a new investment home;</li> <li>○ purchase land with plans of building a new investment home;</li> <li>○ complete major renovations to an 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>• 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;</li> <li>• Do not need a mortgage offset account</li> <li>• Is currently or wishes to become a shareholding member of The Capricornian Ltd.</li> </ul>

### **Interest only loans**

Retail clients who additionally:

- Need an interest only period to complete the construction of an Investment Property before commencing principal and interest reductions
- Need an interest only period for taxation purposes
- Need an interest only period to efficiently manage investment portfolio.

### **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 No Frills Investment Variable Rate Loan secured over real property. The key attributes are:

- Loan amounts over \$150,000 and up to 95% of the property value including Lenders Mortgage Insurance premium. (Lenders Mortgage Insurance applicable over 80% LVR)
- Variable interest rate
- 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
- Repayment frequency can be weekly, fortnightly or monthly
- Ability to make additional repayments
- Redraw facility to redraw advance repayments
- Free redraws.
- No penalty for extra payments or early payouts
- 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

	<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>• Borrowers who require a loan less than \$150,000;</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>• Would like to utilise loan as a bridging loan – need interest only period whilst selling other property to enable repayment of loan;</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>
<b>Distribution Conditions</b>	<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>
<b>Review Triggers</b>	<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>

	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.															
Review Periods	<b>First Review date:</b> 30 June 2025  <b>Periodic reviews:</b> After initial review, subsequent reviews are on an annual basis.															
Distribution Information Reporting Requirements	<p>Distribution of the No Frills Investment Variable 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 No Frills Investment Variable 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
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Date	Version	Nature/Purpose of Review/Amendment	Reviewer
10/01/2025	1.01	Review	Senior Manager Credit Risk & Compliance
30/06/2025	1.02	Periodic Review	Product & CDR Officer