

## Target Market Determination

<b>Product</b>	<b>Business Loan – Home Equity Business Loan</b>
<b>Issuer</b>	<p>The Capricornian Ltd trading as The Capricornian Bank          ABN/ACN 54 087 650 940          Australian Financial Service Licence / Australian Credit Licence 246780</p>
<b>Date of TMD</b>	19 February 2026
<b>Target Market</b>	<p><b>Description of target market</b></p> <p>Business 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 a Sole Trader, Partnership Entity, a Company or a Trust</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 property/estate, equipment or vehicles for their business</li> </ul> </li> <li>• Are willing and able to offer a first registered mortgage over real property</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>• Is currently or wishes to become a shareholding member of The Capricornian Bank.</li> </ul> <p><b>Interest only loans</b></p> <p>Business clients who additionally:</p> <ul style="list-style-type: none"> <li>• Need an interest only period</li> </ul> <p><b>Principal &amp; Interest reducing loans</b></p> <p>Business clients who additionally:</p> <ul style="list-style-type: none"> <li>• Need to make regular repayments of interest and principal over the term of the loan</li> </ul>

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

This is a Home Equity Business Loan secured over real property. The key attributes are:

- 80% Max 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 0.50% applies (1% on all construction loans)
- Repayment frequency can be weekly, fortnightly or monthly
- Ability to make additional repayments
- Redraw facility to redraw advance repayments
- No penalty for extra payments or early payouts
- Must provide a registered first mortgage over real property
- Internet Banking access
- Banking App access
- Direct Credits, Periodical Payments, Payroll Allocations or Online Deposits

### **Classes of consumers for whom the product is clearly unsuitable**

This product is not suitable for Business clients who:

- Are without capacity (without appropriate representation) to be bound by contract
- Are unable or unwilling to offer appropriate security;
- Borrowers who require a loan less than \$5,000;
- Need the certainty of a fixed interest rate and fixed repayments for the term of the loan;
- 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 Bank.

### **Distribution Conditions**

#### **Distribution conditions**

This product is distributed by the issuer through the following channels:

- Branches
- Mobile Lenders
- Call Centre
- Online
- The Capricornian Broker Network relationships

#### **Distribution conditions for this product include:**

- Ensuring that clients meet the eligibility conditions for the product

	<ul style="list-style-type: none"> <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> <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> 20 October 2025</p> <p><b>Periodic reviews:</b> After initial review, subsequent reviews are on an annual basis.</p>						
<b>Distribution Information Reporting Requirements</b>	<p>Distribution of the Home Equity Business 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 Home Equity Business Loan may include website and other media channels such as online, radio, TV, print and paper articles.</p> <p>The Capricornian Bank 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="443 1630 1437 2078"> <thead> <tr> <th>Type of information</th> <th>Description</th> <th>Reporting period</th> </tr> </thead> <tbody> <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> </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 (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
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	Complaints	Number of complaints	Annually
	Sales outside the target market	Number of sales	Annually
	Sales inside the target market	Number of sales	Annually

Date	Version	Nature/Purpose of Review/Amendment	Reviewer
20/10/2025	V1.0	New TMD	Product & CDR Officer
19/02/2026	V1.01	Alteration to Interest Only Margins	Product & CDR Officer
09/06/2026	V1.02	Adjustment from Quarterly Reviews to Annual Reviews & Removal of \$ of Sales Reporting	Product & CDR Officer