

Target Market Determination

Product	Housing Loan - Premium Choice Owner Occupied Special Offer 2 Year Fixed Rate Loan
Issuer	The Capricornian Ltd ABN/ACN 54 087 650 940 Australian Financial Service Licence / Australian Credit Licence 246780
Date of TMD	5 May 2022
Target Market	<p>Description of target market</p> <p>Retail clients who:</p> <ul style="list-style-type: none"> • Lives in or whose potential security property is domiciled in Central Queensland (SA4); • 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 a new home; ○ wanting to complete major renovations; or ○ refinance an existing home loan; • 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; • Not looking at paying out their home 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. <p>Interest only loans</p> <p>Retail clients who additionally:</p> <ul style="list-style-type: none"> • Need an interest only period whilst selling other owner occupied property. <p>Principal & Interest reducing loans</p> <p>Retail clients who additionally:</p> <ul style="list-style-type: none"> • 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 Owner Occupied Fixed Rate Special Offer Home Loan secured over real property. The key attributes are:

- Loan amounts \$200,000 and greater, up to 95% of the property value (Lenders Mortgage Insurance applicable over 80% LVR)
- Loan terms of up to 30 years (subject to age of borrower)
- Interest only and principal and interest reducing repayment options
- 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 0.50% applies
- Additional repayments up to \$9,999.99 without penalty in any 12 month period
- Fixed interest rate terms of 2 years

Classes of consumers for whom the product is clearly unsuitable

This product is not suitable for retail clients who:

- Are unable or unwilling to offer appropriate security;
- Would like to purchase/or own the property for investment purposes;
- 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 a construction of a home;
- Would like to make bulk or increased regular payments;
- Would like an interest rate that moves with market changes;
- 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.

Distribution Conditions

Distribution conditions

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

- Branches
- Mobile Lenders

	<ul style="list-style-type: none"> • Call Centre • Online (contact referral generation) <p>Distribution conditions for this product include:</p> <ul style="list-style-type: none"> • Ensuring that clients meet the eligibility conditions for the product • Ensuring that distribution through branches, mobile lenders and call centres is by appropriately authorised and trained staff • Online application - Form submission only <p>There are no other distributors for this product.</p>						
<p>Review Triggers</p>	<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>						
<p>Review Periods</p>	<p>First review date: 5 November 2022</p> <p>Periodic reviews: After initial review, subsequent reviews are on an annual basis.</p>						
<p>Distribution Information Reporting Requirements</p>	<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="440 1637 1437 1986"> <thead> <tr> <th data-bbox="440 1637 807 1700">Type of information</th> <th data-bbox="807 1637 1123 1700">Description</th> <th data-bbox="1123 1637 1437 1700">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="440 1700 807 1986">Significant dealing(s)</td> <td data-bbox="807 1700 1123 1986">Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not</td> <td data-bbox="1123 1700 1437 1986">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 (eg, why it is not	As soon as practicable, and in any case within 10 business days after becoming aware
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		consistent with the TMD)	
	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