

# Target Market Determination

## Version 2 dated February 2023

This Target Market Determination (TMD) has been prepared in accordance with the *Treasury Laws Amendment (Design and Distribution Obligations and Product Intervention Powers) Act 2019* and associated Regulations. TMDs are designed to assist issuers to ensure that financial products they issue are likely to be consistent with the *likely objectives, financial situation and needs* of the consumers for whom they are intended (the target market) and to assist distributors to ensure that financial products are distributed to the target market.

The TMD is general in nature and should not be construed as financial advice. Consumers should obtain independent advice prior to acquiring the product to ensure that it is appropriate for their particular *objectives, financial situation and needs*.

<b>Product</b>	Well Nigh Prime with Visa Debit
<b>Reference documents</b>	General Home Loan Terms and Conditions and Credit Guide
<b>Issuer</b>	Well Nigh Capital Funding No. 1 Pty Ltd ABN 17 603 911 995 Issuer of the Visa Debit Card is: Indue Ltd ABN 97 087 822 464 AFSL 320204
<b>Date of TMD</b>	22 February 2023
<b>Target Market</b>	<p><b>Description of target market, including likely objectives, financial situation and needs</b></p> <p>The features of this product have been assessed as meeting the <i>likely objectives, financial situation and needs</i> of consumers who:</p> <ul style="list-style-type: none"><li>• meet the eligibility criteria;</li><li>• require a loan to purchase, refinance or construct an owner occupied or investment residential property;</li><li>• may want access to other optional features and benefits (such as linked offset account);</li><li>• require the option of a variable or fixed rate;</li><li>• require the a choice of either principal and interest or interest only (available for investment residential properties and construction purposes only) repayments; and</li><li>• need the option of consolidating debts</li></ul> <p><b>Variable Rate</b></p> <p>Whilst variable interest rates may fluctuate, the product meets the likely objectives, financial situation and needs of consumers in the target market because it allows them to make additional repayments and/or deposit funds into an offset account to reduce interest payable whilst retaining the ability to draw on those funds when required.</p> <p><b>Fixed Rate</b></p>

Whilst the product has a limit on additional repayments and does not permit redraw, the product meets the likely objectives, financial situation and needs of consumers in the target market because the fixed rate provides certainty of repayments during the fixed period, making household budgeting easier. Additionally the product benefits consumers within the target market by having an interest only repayment option which may be preferred in some instances for tax purposes.

***Owner Occupied Residential Property***

This product allows consumers to finance the purchase, refinance or construction of an owner occupied residential property with the ability to select principal and interest repayments in order to reduce the overall debt and build equity.

***Investment Residential Property***

This product allows consumers to finance the purchase, refinance or construction of an investment property with the ability to select:

- principal and interest repayments in order to reduce the overall debt and build equity; or
- interest only for tax purposes.

***Visa debit card***

This product allows consumers to select the option of a visa debit card linked to their offset account in order to easily access their funds, including the ability to withdraw at ATMs and make purchases in person, online or over the phone.

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

- Variable interest rate.
- Fixed interest rate over 1-5 year term.
- Offset account is available on a variable interest rate.
- Visa debit card linked to offset account is available.
- Redraw is available on a variable interest rate.
- Minimum loan amount \$50,000.
- Maximum loan amount \$2,000,000.
- Maximum loan term 30 years.
- Maximum Loan to Valuation Ratio (LVR): 95% including LMI
- Lenders Mortgage Insurance applies if LVR is above 80%.
- Repayment options:
  - principal and interest and interest only for Owner Occupied.
  - principal and interest and interest only for Investment.
- Repayment frequency – weekly, fortnightly or monthly.
- Settlement fee is payable.
- Annual Facility fee is payable where a 100% offset account is linked.
- Nil redraw fee for redraw conducted via internet banking (a fee applies for staff assisted redraw).
- Construction administration fee is payable.

***Classes of consumers for who the product may not be suitable***

This product may not be suitable for consumers who:

- do not meet the eligibility requirements;
- are looking to consolidate more than 4 debts;

<p><b>Distribution Conditions</b></p>	<p><b><i>Distribution conditions</i></b></p> <p>The following distribution channels and conditions have been assessed as being appropriate to direct the distribution of the product to the target market:</p> <table border="1" data-bbox="432 495 1388 683"> <thead> <tr> <th data-bbox="432 495 767 528">Channel</th> <th data-bbox="767 495 1388 528">Conditions</th> </tr> </thead> <tbody> <tr> <td data-bbox="432 555 767 622">Mortgage Management / White Label</td> <td data-bbox="767 555 1388 683">All applications submitted by accredited mortgage managers must comply with our policies and procedures issued to accredited mortgage managers from time to time.</td> </tr> </tbody> </table> <p>The distribution channels and conditions are appropriate because:</p> <ul style="list-style-type: none"> <li>• the product has a wide target market;</li> <li>• our distributors have been adequately trained to understand their DDO obligations;</li> <li>• we rely on existing distributors, methods, controls and supervision already in place;</li> <li>• our approval system has controls in place to flag applicants who may be outside the target market; and</li> <li>• accredited mortgage brokers are subject to a higher duty under BID to ensure that the product is in the best interests of the particular consumer;</li> </ul>	Channel	Conditions	Mortgage Management / White Label	All applications submitted by accredited mortgage managers must comply with our policies and procedures issued to accredited mortgage managers from time to time.
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<p><b>Review Triggers</b></p>	<p>The following review triggers would reasonably suggest that the TMD may no longer be appropriate:</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 are received from customers in relation to the product;</li> <li>• A significant number of defaults occur;</li> <li>• There is a material change to the product or the terms and conditions of the product.</li> </ul>				
<p><b>Review Periods</b></p>	<p><b><i>First review date:</i></b> 21 February 2024</p> <p><b><i>Periodic reviews:</i></b> at least every 12 months from the initial review and each subsequent review.</p> <p><b><i>Trigger reviews:</i></b> review to be completed within 10 business days of the identification of a trigger event.</p>				
<p><b>Distribution Information Reporting Requirements</b></p>	<p>The following information must be provided to the Issuer by distributors who engage in retail product distribution conduct in relation to this product:</p> <table border="1" data-bbox="432 1899 1388 1948"> <thead> <tr> <th data-bbox="432 1899 778 1948">Type of information</th> <th data-bbox="778 1899 1082 1948">Description</th> <th data-bbox="1082 1899 1388 1948">Reporting period</th> </tr> </thead> <tbody> </tbody> </table>	Type of information	Description	Reporting period	
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	Specific Complaints	Details of the complaint, including name and contact details of complainant and substance of the complaint.	As soon as practicable and within 10 business days of receipt of complaint.
	General Complaints Information	Number of complaints and general feedback relating to the product and its performance	Every 1 month
	Significant dealing(s)	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