

Target Market Determination

Basic Variable Home Loan

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| Product | Basic Variable Home Loan |
| Issuer | MyState Bank Ltd ABN 89 067 729 195 ACN 067 729 195 AFSL / ACL 240896 |
| Date of TMD | 5 October 2021 |
| Target Market | <p>Description of target market The features of this product are likely to be consistent with the likely objectives, financial situation and needs of consumers who ;</p> <ul style="list-style-type: none"> • are aged 18 years or over and; • meet the eligibility criteria including MyState’s Mortgage Lending Standard requirements; and • are looking to purchase, build or refinance an owner occupied residential property; and • require the flexibility to make additional repayments and redraw funds as required; and • do not require offset account functionality. <p>Target market rationale Whilst variable interest rates may fluctuate, the product benefits consumers within the target market by permitting them to make additional repayments to reduce interest payable whilst retaining the ability to draw on those additional repayments when required.</p> <p>Description of product, including key attributes</p> <ul style="list-style-type: none"> • Variable interest rate based on the loan amount as a percentage of the property value at the time of purchase or refinance (rate may fluctuate over the loan term) • Redraw available for repayments made in advance of minimum required repayments • Offset account not available • Minimum loan amount \$100,000 • Maximum loan term 30 years • Maximum Loan to Valuation Ratio (LVR) of 95% • Repayment options - principal and interest or interest only (higher interest rates may apply where repayments are interest only) • Repayment frequency – weekly fortnightly or monthly • Establishment fee may be payable where the loan amount is above 80% of the value of the property • Nil ongoing monthly or annual fees |

| | <ul style="list-style-type: none"> • Nil redraw fee for redraw conducted via internet banking (a fee applies for staff assisted redraw) • Lenders Mortgage Insurance applies if loan amount is greater than 80% of the value of the property <p><i>Classes of customers for whom the product may not be suitable</i> This product may not be suitable for customers who:</p> <ul style="list-style-type: none"> • do not meet the eligibility requirements; • require the certainty of fixed repayments over a term of the loan; • do not anticipate making extra repayments and do not require redraw features on their home loan; • are looking to purchase or refinance a residential investment property • require an offset facility. | | | | | | | | | | |
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| Distribution Conditions | <table border="1"> <thead> <tr> <th style="background-color: #003366; color: white;">Channel</th> <th style="background-color: #003366; color: white;">Conditions</th> </tr> </thead> <tbody> <tr> <td>Direct - online</td> <td>Available only for purchasing a house to live in where the borrower has a deposit of 20% or more</td> </tr> <tr> <td>Direct – by phone</td> <td>Only authorised bankers are permitted to assist consumers with this product, as these staff will have the necessary training, skills and knowledge to assess whether the consumer is within the target market.</td> </tr> <tr> <td>Direct – in branch</td> <td>Only authorised bankers are permitted to assist consumers with this product, as these staff will have the necessary training, skills and knowledge to assess whether the consumer is within the target market.</td> </tr> <tr> <td>Third party – Accredited mortgage brokers</td> <td>All applications must comply with our policies and procedures issued to accredited brokers from time to time. Accredited mortgage brokers will have the necessary training, skills and knowledge to assess whether the consumer is within the target market or is in the best interests of the consumer.</td> </tr> </tbody> </table> | Channel | Conditions | Direct - online | Available only for purchasing a house to live in where the borrower has a deposit of 20% or more | Direct – by phone | Only authorised bankers are permitted to assist consumers with this product, as these staff will have the necessary training, skills and knowledge to assess whether the consumer is within the target market. | Direct – in branch | Only authorised bankers are permitted to assist consumers with this product, as these staff will have the necessary training, skills and knowledge to assess whether the consumer is within the target market. | Third party – Accredited mortgage brokers | All applications must comply with our policies and procedures issued to accredited brokers from time to time. Accredited mortgage brokers will have the necessary training, skills and knowledge to assess whether the consumer is within the target market or is in the best interests of the consumer. |
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| Review Triggers | <p>The review triggers that may reasonably suggest that the TMD is no longer appropriate include where there is:</p> <ul style="list-style-type: none"> • A significant dealing in the product to customers outside the target market; • A significant number of customer complaints in relation to their purchase or use of the product during the preceding 6 months; • A material change to the product or the terms and conditions of the product occurs which may result in the target market no longer being appropriate; e.g. a material increase in interest rates or fees • A material change in the regulatory environment; • A significant number of total loans for the product that are 90 days or more in arrears; | | | | | | | | | | |

| | <ul style="list-style-type: none"> A significant number of loans for the product have been subject to a hardship variation; A significant number of customers that have switched to alternate products whilst the product is still offered. | | | | | | | | | |
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| Review Periods | <p>First review date: 5 October 2022 Periodic reviews: Annually, with review to be completed by 5 October</p> | | | | | | | | | |
| Distribution Reporting Requirements | <p>The following information must be provided to MyState by third party distributors who engage in retail product distribution conduct in relation to this product:</p> <table border="1"> <thead> <tr> <th>Type of Information</th> <th>Description</th> <th>Reporting period</th> </tr> </thead> <tbody> <tr> <td>Complaints</td> <td>Number (and nature) of complaints</td> <td>Every 6 months</td> </tr> <tr> <td>Significant dealing(s) (excluding dealings which result from distribution under 'excluded conduct')</td> <td>Details of any significant dealing(s) in the product outside the target market and a description of the significant dealing</td> <td>As soon as practicable, and in any case within 10 business days of the significant dealing</td> </tr> </tbody> </table> | Type of Information | Description | Reporting period | Complaints | Number (and nature) of complaints | Every 6 months | Significant dealing(s) (excluding dealings which result from distribution under 'excluded conduct') | Details of any significant dealing(s) in the product outside the target market and a description of the significant dealing | As soon as practicable, and in any case within 10 business days of the significant dealing |
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