

## Target Market Determination

<b>Product</b>	<b>Housing Loan - Access Equity Variable Rate Loan</b>
<b>Issuer</b>	The Capricornian Ltd ABN/ACN 54 087 650 940 Australian Financial Service Licence / Australian Credit Licence 246780
<b>Date of TMD</b>	10 January 2025
<b>Target Market</b>	<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 utilise the equity in their property (up to 80% LVR): <ul style="list-style-type: none"> <li>○ to renovate a home; or</li> <li>○ for any worthwhile purpose including to make a purchase or to consolidate an existing debt;</li> </ul> </li> <li>• Seeking an alternative to a personal loan at a lower interest rate;</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;</li> <li>• Need to make regular repayments of interest and principal over the term of the loan;</li> <li>• Want quick access to funds that can be paid off quickly and kept separately to their main home loan;</li> <li>• Do not need progressive drawdowns or mortgage offset account; and</li> <li>• Is currently or wishes to become a shareholding member of The Capricornian Ltd.</li> </ul> <p><b>Description of product, including key attributes</b></p> <p>This is an Access Equity Home Loan secured over real property. The key attributes are:</p>

- Loan amounts over \$5,000 and up to 80% of the property value
- Loan terms of up to 7 years
- Principal and interest repayments
- Variable interest rate
- Repayment frequency can be weekly, fortnightly or monthly
- Ability to make additional repayments
- Redraw facility to redraw advance repayments
- Free redraws
- 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

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

This product is not suitable for retail clients who:

- Are without capacity (without appropriate representation) to be bound by contract
- Are unable or unwilling to offer appropriate security;
- Need the certainty of a fixed interest rate and fixed repayments for the term of the loan;
- Are looking to offer property over 8 hectares in size as security;
- Borrowers who require a loan less than \$5,000;
- Are seeking to attach an offset facility;
- 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
- Call Centre
- Online
- The Capricornian Broker Network relationships

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

- Ensuring that clients meet the eligibility conditions for the product

	<p>Ensuring that distribution through Branches, Mobile Lenders, Call Centre , Online and Brokers is by appropriately authorised and trained staff. There are no other distributors for this product.</p>						
<p><b>Review Triggers</b></p>	<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>						
<p><b>Review Periods</b></p>	<p><b>Review date:</b> 30 June 2025</p> <p><b>Periodic reviews:</b> After initial review, subsequent reviews are on an annual basis.</p>						
<p><b>Distribution Information Reporting Requirements</b></p>	<p>Distribution of the Access Equity Home Loan can be provided through all channels which include, in branch, online, by phone or through our broker network relationships and will be undertaken by accredited lending staff. Marketing of the Access Equity Home 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 border="1" data-bbox="440 1700 1437 2058"> <thead> <tr> <th data-bbox="440 1700 807 1765">Type of information</th> <th data-bbox="807 1700 1123 1765">Description</th> <th data-bbox="1123 1700 1437 1765">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="440 1765 807 2058">Significant dealing(s)</td> <td data-bbox="807 1765 1123 2058">Date or date range of the significant dealing(s) and description of the significant dealing (e.g., why it is not</td> <td data-bbox="1123 1765 1437 2058">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	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