

Target Market Determination

Product	<p>Housing Loan - Premium Choice Owner Occupied Fixed Rate Loan</p> <ul style="list-style-type: none"> • 1 year \leq80% LVR • 2 years \leq 80% LVR • 3 years \leq 80% LVR • 1 year $>$80% LVR • 2 years $>$ 80% LVR • 3 years $>$ 80% LVR
Issuer	<p>The Capricornian Ltd ABN/ACN 54 087 650 940 Australian Financial Service Licence / Australian Credit Licence 246780</p>
Date of TMD	<p>10 January 2025</p>
Target Market	<p>Description of target market</p> <p>Retail clients who:</p> <ul style="list-style-type: none"> • Are an Australian resident and whose potential security property is domiciled in Australia; • 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 owner occupied home; ○ build a new owner occupied home; ○ purchase land with the plans of building a new owner occupied home; ○ wanting to complete major renovations on an owner occupied property ; 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; • Are seeking a fixed loan priced according to relevant LVR: <ul style="list-style-type: none"> ○ differing interest rate for loans; <ul style="list-style-type: none"> ▪ 1 year \leq 80% LVR ▪ 2 years \leq 80% LVR ▪ 3 years \leq 80% LVR ▪ 1 year $>$80% LVR ▪ 2 years $>$ 80% LVR ▪ 3 years $>$ 80% LVR;

- 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.

Interest only loans

Retail clients who additionally:

- Need an interest only period whilst selling other owner occupied property.

Principal & Interest reducing loans

Retail clients who additionally:

- 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 Home Loan secured over real property. The key attributes are:

- Loan amounts over \$50,000 and up to 97% of the property value including Lenders Mortgage Insurance. (Lenders Mortgage Insurance applicable over 80% LVR)
- Fixed interest rate/certainty on interest rates
- Loan terms of up to 30 years
- Principal and interest repayments
- 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
- Direct Credits, Periodical Payments, Payroll Allocations or Online Deposits
- Additional repayments up to \$9,999.99 without penalty in any 12 month period
- Fixed interest rate terms of 1, 2 and 3 years

Classes of consumers for whom the product is clearly unsuitable

This product is not suitable for retail clients who:

	<ul style="list-style-type: none"> • Are without capacity (without appropriate representation) to be bound by contract • Are unable or unwilling to offer appropriate security; • Need to purchase a property over eight (8) hectares • Borrowers who require a loan less than \$50,000;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	<p>Distribution conditions</p> <p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> • Branches • Mobile Lenders • Call Centre • Online • The Capricornian Broker Network relationships <p>Distribution conditions for this product include:</p> <ul style="list-style-type: none"> • 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>
Review Triggers	<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: 30 June 2025</p> <p>Periodic reviews: After initial review, subsequent reviews are on an annual basis.</p>															
<p>Distribution Information Reporting Requirements</p>	<p>Distribution of the Premium Choice Owner Occupied Fixed Rate 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 Premium Choice Owner Occupied Fixed Rate 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 1077 1437 1883"> <thead> <tr> <th data-bbox="440 1077 807 1137">Type of information</th> <th data-bbox="807 1077 1123 1137">Description</th> <th data-bbox="1123 1077 1437 1137">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="440 1137 807 1525">Significant dealing(s)</td> <td data-bbox="807 1137 1123 1525">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 data-bbox="1123 1137 1437 1525">As soon as practicable, and in any case within 10 business days after becoming aware</td> </tr> <tr> <td data-bbox="440 1525 807 1644">Complaints</td> <td data-bbox="807 1525 1123 1644">Number of complaints</td> <td data-bbox="1123 1525 1437 1644">Every 3 months</td> </tr> <tr> <td data-bbox="440 1644 807 1762">Sales outside the target market</td> <td data-bbox="807 1644 1123 1762">Number of sales \$ value of sales</td> <td data-bbox="1123 1644 1437 1762">Every 3 months</td> </tr> <tr> <td data-bbox="440 1762 807 1883">Sales inside the target market</td> <td data-bbox="807 1762 1123 1883">Number of sales \$ value of sales</td> <td data-bbox="1123 1762 1437 1883">Every 3 months</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	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
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