# Target Market Determination
## Home loans

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| **Product** | Boost Package Investment 2 Year Fixed Interest Only Home Loan Special |
| **Issuer** | Community First Credit Union Limited ABN 80087649938 AFSL/Australian credit licence 231204 |
| **Date of TMD** | 31 October 2025 |

**Target Market**

***Description of target market***

Retail investor clients who:

- are seeking a loan to:
  - purchase or renovate an investment property; or
  - refinance an existing investment home loan;
- are not seeking to construct a home
- are aged 18 years or more and meet the credit assessment criteria for the product
- 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 repayments for 2 years
- need interest only repayments
- need the facility to redraw advance repayments
- do not need a mortgage offset account
- are seeking access to lower home loan rates even if that means higher ongoing fees
- are seeking to apply by 16 December 2025, and fund their loan by 16 March 2026

For interest only:

- are investors and are seeking an interest only option for an approved purpose and are prepared to make monthly repayments
- need an interest only period for tax planning reasons/whilst selling other property to enable repayment of the loan/change in circumstances where lower repayments are preferred for a period

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

This is a Package Fixed Home Loan secured over real property. The key attributes are:

- loan amounts from $50,000
- $1,000 minimum for internal switches or splits

- loan terms of up to 30 years
- fixed interest rate reverting to variable after the fixed term
- repayment frequency can be weekly/fortnightly/monthly
- the ability to make additional repayments
- a redraw facility to redraw advance repayments
- unable to pay the loan out in full during the fixed rate period without incurring a break cost fee
- must provide a registered first mortgage over real property or other acceptable security
- the option of discounts on other products and services
- an annual ongoing fee
- staff assisted redraw and loan variation fees
- other fees and charges may apply. Refer to the current fees and charges schedule

For interest only:

- interest only for the fixed term reverting to variable principal and interest OR continuing interest only repayments if approved

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| **Distribution Conditions** | ***Distribution conditions***<br>This product is distributed by the issuer through the following channels:<br>• Stores<br>• Mobile lenders<br>• Call centre<br>• Online<br>• Third party introducer<br>Distribution conditions for this product include:<br>• ensuring that retail clients meet the eligibility requirements for the product<br>• ensuring that distribution is by appropriately trained staff<br>There are no other distributors for this product. |
| **Review Triggers** | The review triggers that would reasonably suggest that the TMD is no longer appropriate are:<br>• A significant dealing of the product to consumers outside the target market occurs;<br>• 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; |

- 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;
- Material changes to fees or rates of interest
- 20% or more of loans who break the fixed term before the last 12 months of the fixed term
- 10% or more of borrowers are in arrears
- 5% or more of loans with interest only term running longer than 5 years in total

The *Product Governance Framework* 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.

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| **Review Periods** | **First review date:** Annually in November<br>**Periodic reviews:** every year after the initial and each subsequent review |
| **Distribution Information Reporting Requirements** | The following information must be provided to Community First Bank by distributors who engage in retail product distribution conduct in relation to this product: |

| Type of information | Description | Reporting period |
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| Complaints | Number of complaints | As soon as practicable, and in any case within 10 business days after becoming aware |
| 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) | |
| Sales **outside** the target market | Number of sales<br>$ value of sales | |