

Target Market Determination (TMD) – Home Loan Variable Rate Investment

Product	Variable Rate Home Loan Investment
Issuer	Family First Bank ABN / ACN 39 087 650 057 AFSL / Australian Credit Licence No 241068
Date of TMD	October 2021
Target Market	<p>Retail clients who:</p> <ul style="list-style-type: none"> • are seeking a loan to: <ul style="list-style-type: none"> ○ purchase or renovate an investment property ○ refinance an investment loan ○ top up an existing loan for any worthwhile investment purpose • prefer an interest only period: <ul style="list-style-type: none"> ○ for tax planning reasons; ○ to complete the construction of an investment property before commencing principal and interest reductions; or ○ whilst selling another property to enable repayment of the loan • 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. <p>This is a Variable Rate Investment Home Loan secured over real property. The key attributes are:</p> <ul style="list-style-type: none"> • loan amounts from \$20,000 • loan term up to 30 years • variable interest rate • principal and interest reducing, interest only or combinations of both • repayment frequency can be weekly, fortnightly or monthly • the ability to make additional repayments • a redraw facility against advance repayments • progressive drawdowns on construction loans • mortgage offset account on principal and interest reducing loans • lump sum payments allowable without penalty • eStatements available via Internet Banking • loan establishment fees apply, including mortgage preparation, application and valuation fees • other fees and charges apply and are available on application. Please refer to the Fees and Charges Schedule.

Distribution Conditions	<p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> • branches • by phone • online • brokers <p>Distribution conditions for this product include:</p> <ul style="list-style-type: none"> • ensuring that clients meet the eligibility conditions for the product • ensuring that distribution through branches is by appropriately authorised and trained staff • ensuring that distribution through mortgage brokers is by appropriately authorised and trained credit licensees 												
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; • 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. 												
Review Periods	<p>First review date: June 2022</p> <p>Periodic reviews: Every 2 years after the initial review</p>												
Distribution Information Reporting Requirements	<p>The following information is monitored by Family First and must be provided to Family First by distributors who engage in retail product distribution conduct in relation to the distribution of this product:</p> <table border="1" data-bbox="432 1458 1433 1877"> <thead> <tr> <th>Type of information</th> <th>Description</th> <th>Reporting period</th> </tr> </thead> <tbody> <tr> <td>Complaints</td> <td>Number of complaints</td> <td>Every 3 months</td> </tr> <tr> <td>Sales outside the target market</td> <td>Number of sales \$ value of sales</td> <td>Every 3 months</td> </tr> <tr> <td>Significant dealing(s)</td> <td>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>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	Complaints	Number of complaints	Every 3 months	Sales outside the target market	Number of sales \$ value of sales	Every 3 months	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
Type of information	Description	Reporting period											
Complaints	Number of complaints	Every 3 months											
Sales outside the target market	Number of sales \$ value of sales	Every 3 months											
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											