

Target Market Determination

MKM EXPAT

Product	EXPAT
Issuer	MKM NEWCO PTY LTD ABN 64 639 174 315 ACL 522267
Date of TMD	14 th June 2022
Target Market	<p>Description of target market, including likely objectives, financial situation, and needs</p> <p>The features of this product have been assessed as meeting the <i>likely objectives, financial situation and needs</i> of consumers who:</p> <ul style="list-style-type: none"> • satisfy our eligibility criteria (including but not limited to); <ul style="list-style-type: none"> ○ being Australian expats (i.e., Australian citizens working overseas) with overseas income; or ○ permanent residents living in Australia with overseas income; • consumers who are looking to purchase or refinance an owner occupied or investment property who are PAYG employed or who have been self-employed for more than 12 months that have some moderate credit impairment history • require the flexibility to make additional repayments at no additional cost; • want the option of either principal and interest or interest only repayments. • Whilst variable interest rates may fluctuate, the product meets the likely objectives, financial situation and needs of consumers in the target market because it allows them to make additional repayments to reduce interest payable whilst retaining the ability to draw on those funds when required. <p>Description of product, including key attributes:</p> <ul style="list-style-type: none"> • Variable interest rate; • Minimum loan amount: \$100,000 • Maximum loan amount: \$1,500,000 • Loan term: 30 Years • Type of repayment available: principal and interest/ interest only for up to 5 years then reverting to principal and interest); • Repayment frequency: monthly in arrears; • Maximum LVR: 75% • Types of fees payable: application fee, valuation assessment fee, facility risk fee, legal fees, title insurance fee, annual loan administration fee.

	<p>Description of likely objectives, financial situation and needs of consumers in the target market</p> <p>This product is designed for consumers with:</p> <ul style="list-style-type: none"> • Likely objectives: seeking flexibility to make extra repayments without a fee; • Likely financial situation: meet the lender’s credit assessment requirements; regular income. • Likely needs: to purchase or refinance a home. <p>Classes of consumers for whom the product is clearly unsuitable</p> <p>This product is not suitable for consumers who:</p> <ul style="list-style-type: none"> • do not meet the eligibility requirements; • are seeking the certainty of fixed repayments over the term of the loan; • are seeking an offset account
<p>Distribution Conditions</p>	<p>Distribution conditions</p> <p>The following distribution channel and conditions have been assessed as being appropriate to direct the distribution of the product to the target market:</p> <ul style="list-style-type: none"> • Third party distributors - Mortgage Brokers subject to Best Interests Duty (BID) and related obligations <p>The distribution channels and conditions are appropriate because:</p> <ul style="list-style-type: none"> • our distributors have been adequately trained to understand their DDO obligations; • all applications submitted by mortgage brokers must comply with our policies and procedures, including meeting the eligibility requirements for the loan; • mortgage brokers must be appropriately authorised; and • mortgage brokers are subject to a higher duty under BID to ensure that the product is in the best interests of the particular consumer.
<p>Review Triggers</p>	<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 are received from customers in relation to their purchase or use of the product; • There is 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; • There are material changes to regulatory environment; • There are high rates of default; and • There are high rates of hardship

Review Periods	<p>Review date: 14th June 2022</p> <p>Periodic reviews: Every twelve months</p> <p>Trigger reviews: review to be completed within 10 business days of the identification of a trigger event</p>														
Distribution Information Reporting Requirements	<p>The following information must be provided to MKM NEWCO PTY LTD ABN 64 639 174 315 ACL 522267 by distributors who engage in retail product distribution conduct in relation to this product:</p> <table border="1" data-bbox="432 651 1425 1323"> <thead> <tr> <th data-bbox="432 651 798 703">Type of information</th> <th data-bbox="798 651 1114 703">Description</th> <th data-bbox="1114 651 1425 703">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="432 703 798 936">Specific Complaints</td> <td data-bbox="798 703 1114 936">Details of the complaint, including name and contact details of complainant and substance of the complaint.</td> <td data-bbox="1114 703 1425 936">As soon as practicable and within 10 business days of receipt of complaint.</td> </tr> <tr> <td data-bbox="432 936 798 1061">Complaints</td> <td data-bbox="798 936 1114 1061">Number of complaints</td> <td data-bbox="1114 936 1425 1061">Every 6 month period where one or more complaint is received</td> </tr> <tr> <td data-bbox="432 1061 798 1323">Significant dealing(s)</td> <td data-bbox="798 1061 1114 1323">Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD)</td> <td data-bbox="1114 1061 1425 1323">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	Specific Complaints	Details of the complaint, including name and contact details of complainant and substance of the complaint.	As soon as practicable and within 10 business days of receipt of complaint.	Complaints	Number of complaints	Every 6 month period where one or more complaint is received	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)	As soon as practicable, and in any case within 10 business days after becoming aware
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