



<b>Target Market Determination</b>	<b>Product Name:</b> Premier Low Rate Home Loan - Investor	<b>Product Code:</b> 845
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**Product Description:** A low-rate option investor home loan

**Date Published:** 30 January 2024

**Version:** v3

**Effective From:** 23 January 2024

**Issuer Details: Defence Bank Limited**  
ABN 57 087 651 385 AFSL/Australian Credit Licence 234582  
PO Box 14537  
Melbourne VIC 8001

## 1. Target Market

### Details

This product is designed for members who:

- \* Are seeking to purchase or refinance an existing investment home
- \* Are aged 18 years or more and meet the credit assessment criteria for a home loan
- \* Are willing and able to offer a first or second registered mortgage over real property as security for the loan.
- \* Do not need a mortgage offset account

## 2. Key Attributes

### Key Attribute Details

Key attributes of this product include:

- \* Minimum loan amount \$100,000.00
- \* Flexible loan terms up to 30 years.
- \* Variable interest rate options only suitable for borrowers who would like the flexibility to make additional repayments
- \* Repayment Options – You can repay your loan via payroll deduction, automatic transfer, direct deposit/entry, NPP/OSKO, and online or mobile banking. Repayments can be made weekly, fortnightly or monthly.
- \* Redraw – You can save interest by paying loan instalments in advance of contracted repayments and redraw loan repayments in advance online or in Branch, giving you flexibility to access funds when required.
- \* Borrow you up to 95% of the value of your property

Where your loan represents more than 80% of the value of the property being used as security you will be required to have either:

- Lenders Mortgage Insurance (LMI) is payable in the form of a once only premium at settlement. LMI protects the Lender against loss in the event of non-payment and subsequent sale of the security property, where the proceeds of the sale are not sufficient to fully repay the loan. In these circumstances the shortfall is repayable by the Mortgage Insurer, who would then in turn look to the borrowing member/s to recover these monies.

- \* The ability to make additional repayments
- \* Interest is calculated on the daily balance of your loan and debited at the end of each month, to ensure that you gain the

maximum benefit from all deposits

- \* Current interest rates, fees and charges are available on request or can be obtained by visiting defencebank.com.au
- \* Government charges including Stamp Duty, Registration, Discharge & Transfer fees may be payable
- \* Principal and Interest Reducing - Regular repayments of principal and interest over the term of the loan
- \* No up front loans costs including, Loan settlement fee, Valuations fee and Solicitors costs are payable

### 3. Distribution Conditions and Restrictions

#### Details

This home loan is distributed by Defence Bank through the following channels:

- \* Branches
- \* Mobile lenders
- \* Call Centre
- \* Online

Distribution conditions for this home loan include:

- \* Ensuring that retail clients meet credit assessment and eligibility requirements for the product.
- \* Ensuring that distribution through branches, mobile lenders and the contact centre is by appropriately trained staff
- \* Ensuring applications received Online are processed by appropriately trained staff.

### 4. Review Triggers

Details	Required data points	Threshold
The review triggers that would reasonably suggest that the TMD is no longer appropriate are:		
A significant number of complaints is received from members in relation to their purchase or use of the product that reasonably suggests that the TMD is no longer appropriate	Complaints reporting	Three complaints per quarter in favour of the member
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	Notification of proposed material change/s to key product design, key attributes and or fees	As material changes are made.
A significant dealing of the product to retail clients outside the target market occurs	Product reporting	10% of members

### 5. Review Frequencies

#### Initial Review

30 Aug 2022

### Subsequent Reviews

Every 2 years

## 6. Distributor Information

Information type	Details	Reporting period
The following information must be reviewed in relation to distribution of this product:		
Significant dealings	Date or date range of significant dealing/s and description of the significant dealing/s (for example why the dealing is not consistent with the TMD)	As soon as practicable
Complaints	Number of Complaints	Quarterly
Sales outside the target market	The number and \$value of sales	Quarterly
Sales inside the target market	The number and \$value of sales	Quarterly