

Target Market Determination

Product Name:
Ultimate Smart Mover Home Loan

Product Code:
865

Product Description: The Smart Mover line of credit home loan is a secured revolving line of credit. Often called an overdraft, a Smart Mover is a smart move to make to turn the value of your home into cash for whatever purpose.

Date Published: 2 October 2021

Version: 1

Effective From: 5 October 2021

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 a continuing credit facility to make purchases, pay bills and to manager their cash-flow needs
- Are aged 18 years or more and meet credit assessment criteria for the product
- Are seeking a relatively high credit limit to cover large and persistent fluctuations in cash flow
- Are willing and able to offer a first registered mortgage over real property as security for the loan
- Are seeking a flexible home loan, with package benefits such as reduced interest rates, even if that means the payment of an annual fee

2. Key Attributes

Key Attribute Details

Key attributes of this product include:

- Credit limits of between \$50,000 and \$1,000,000
- A variable interest rate
- An Annual Ultimate Package fee applies
- Monthly statements detailing important information you need to stay on top of your account. They show a list of your transactions so you know what you've spent and can easily identify any unknown or unauthorised purchases
- Minimum monthly repayments of \$100.00 or 1.00% of the closing balance of each statement of account whichever is the greater, plus overlimit or past due amounts
- Visa debit card access with 24/7 transaction monitoring and fraud protection
- Internet banking access

- Mobile app access
- Personal cheque access
- Interest calculation – interest is calculated on the outstanding unpaid daily balance and debited at the end of each month to ensure that you only pay interest on the funds you use.
- Borrow you up to 80% of the value of your property
- 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
- Package benefits which may be available include:
 - discounted interest rates
 - discount on selected home, contents and landlords insurance (underwritten by CGU) exclusions apply
 - no application fees on personal loans
 - no annual fee on Defence Bank Foundation Credit Card (\$22.50 donation to Defence Bank Foundation still applies)
 - beneficial interest rate on term deposits
 - no up front loans costs including, Loan settlement fee, Valuations fee and Solicitors costs are payable

3. Distribution Conditions and Restrictions

Details

This product is distributed by Defence Bank through the following channels:

- Branches
- Mobile lenders
- Call Centre
- Online

Distribution conditions for this product 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

The review triggers that would reasonably suggest that the TMD is no longer appropriate include:

Details	Required data points	Threshold
The review triggers that would reasonably suggest that the TMD is no longer appropriate include:		
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;	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 consumers outside the target market occurs.	Product reporting	10% of members

5. Review Frequencies

Initial Review

30 August 2022

Subsequent Reviews

Every 2 years

6. Distributor Information

The following information must be reviewed in relation to distribution of this product:

Information type	Details	Reporting period
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