

Bridging Loan - Home Loan

Effective date: September 2021



This Target Market Determination (**TMD**) is required under section 994B of the Corporations Act 2001 (Cth). It sets out the target market for the product, triggers to review the target market for this product and certain other information. It forms part of Great Southern Bank's product governance framework for the product.

This document is not a Product Disclosure Statement (**PDS**) and is not a summary of the product features or terms of the product. This TMD does not take into account any person's individual objectives, financial situation or needs.

Target Market

Great Southern Bank Home Loans are designed for customers who are purchasing or building an owner-occupied or investment property, and customers with an existing owner-occupied or investment home loan seeking to refinance.

Bridging Loans

Bridging Loans are suitable for customers who are looking to purchase a new property while awaiting sale of their existing property and seek short-term finance to cover paying both loans.

This product provides an interest-only loan for up to 6 months. For construction purposes the term can be for up to 12 months.

Customers will need to demonstrate capacity to make monthly interest repayments on the Bridging Loan as well as their existing home loan. This product allows borrowings of up to 70% loan-to-value ratio for owner-occupiers and investors.

This product is suitable for people who:

- ✓ are purchasing or constructing a new property while awaiting sale of their existing property.
- ✓ seek short-term finance for up to 6 months. For construction purpose the term can be up to 12 months.
- ✓ are new or existing customers with a minimum application amount of \$100,000.
- ✓ have equity in their existing property or can make a contribution such that the maximum Loan-to-value ratio is 70% across both loans and properties.
- ✓ want the ability to make additional or lump sum payments during the Bridging Rate term or pay off early without penalty.

This product is subject to eligibility and credit criteria.

Distribution conditions

This product must only be distributed to customers who meet the eligibility requirements in relation to the product.

Eligibility Criteria

All applicants must:

- be at least 18 years of age.
- be a permanent resident of Australia.
- meet the Bank's credit assessment criteria including sufficient income to service the loan repayments.

This product will be distributed via our Great Southern Bank website, branches and Customer Contact Centre. Not all application types can currently be fulfilled online.

Only representatives who have the appropriate levels of authority may distribute this product. They will have been trained on this product and in particular, the target market and relevant acceptance criteria.

This product can also be distributed by home loan brokers who hold an Australian Credit Licence or are a credit representative of an aggregator group which holds an Australian Credit Licence, and who have been accredited by Great Southern Bank.

Reviewing this document

We will review this TMD within 1 year from the first effective date to ensure it remains appropriate. Thereafter, regular reviews will be completed within 12 months from the completion of the last review.

We will also review this TMD if:

- we make a material change to the product or the terms and conditions of the product.
- a change in our acceptance criteria impacts on the suitability of the product for the target market.
- a material change to the distribution conditions of the product.
- the discovery of a relevant and material deficiency in the product's disclosure documentation.
- a significant number of complaints are received from customers about the product which indicate that the TMD is no longer appropriate.
- material and relevant changes in key product metrics which indicate that the TMD is no longer appropriate. Such metrics include:
 - rates of default or hardship;
 - negative trends across sales, complaints, and product usage data.

Reporting

Great Southern Bank as issuer and distributor must record written details of:

- product related complaints received each month from its customers and distributors.
- any significant dealing which is not consistent with this TMD. Reporting must be within 10 business days of becoming aware of such dealing.
- sales data including number of home loan applications opened and closed on a monthly basis.

Matter to be reported	Timeframe
The number of complaints received from customers about Great Southern Bank Home Loans.	As soon as practicable, but no more than one month.
Significant dealings which are not consistent with this target market determination: <ul style="list-style-type: none">• When the dealing occurred.• The facts regarding the circumstances of the dealing.• All factors considered in assessing whether the dealing was significant.	Within 10 business days of becoming aware of such dealing.