

Target Market Determination – Housing Loans

Product	Best Life Home Loan – 1 to 2 years fixed rate - Investment – Principal & Interest and Interest Only
Issuer	Ford Co-operative Credit Society Limited ABN 74 087 651 456 trading as Geelong Bank AFSL/Australian Credit Licence 244351
Date of TMD	31 January 2025
Target Market	<p>Investors</p> <ul style="list-style-type: none"> • Retail clients who: <ul style="list-style-type: none"> ○ are seeking a loan to purchase or renovate an investment property; or ○ refinance an existing investment 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>Fixed Rate Loans</p> <ul style="list-style-type: none"> • need the certainty of a fixed interest rate and fixed repayments <p>Principal & Interest Only</p> <ul style="list-style-type: none"> • need to make regular repayments of interest and principal over the term of the loan <p>Interest Only</p> <ul style="list-style-type: none"> • need an interest only period for planned reduction in income such as parental leave, even if that means higher interest. <p>Description of product, including key attributes</p> <p>This is a fixed rate loan, secured over real property. The key attributes are:</p> <ul style="list-style-type: none"> • loan amounts above \$150,000 up to 97% of value of property with Lenders Mortgage Insurance (LMI) capitalised • rate dependant on loan to value ratio • repayment frequency is monthly during the interest only period, then may be weekly, fortnightly or monthly • split loans allowed • family guarantee available • interest rate may be fixed for periods of 1 or 2 years. At the end of this period, the rate reverts to the applicable 1,2 Home Loan variable rate or borrowers may choose to fix for a further period. • optional 100% mortgage offset available, increasing the applicable interest rate by 0.10% • must provide a registered first mortgage over real property or other acceptable security

	<p>Refer to Interest Rates brochure: https://geelongbank.com.au/about-us/disclosures-publications/</p> <p>Fees</p> <ul style="list-style-type: none"> • Establishment fee • Discharge fee • Legal fees • Switching fee • Valuation fee <p>Refer Fees & Charges & Transaction Limits brochure: https://geelongbank.com.au/about-us/disclosures-publications/</p>
<p>Distribution Conditions</p>	<p>Distribution conditions</p> <p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> • Head Office • mobile lenders • call centre • online <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, mobile lenders and call centres is by appropriately authorised and trained staff <p>There are no other distributors for this product.</p>
<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 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 <p>The Product Governance Framework includes regular consideration of whether there has been a review trigger following each distribution information report. That consideration is by reference to paragraphs 154 to 156 of RG 274.</p>
<p>Review Periods</p>	<p>First review date: 31 January 2027</p> <p>Periodic reviews: First review period – 12 months and every 2 years after the initial and each subsequent review</p>

Distribution Information Reporting Requirements	The following information must be provided to Ford Co-operative Credit Society Limited ABN 74 087 651 456 trading as Geelong Bank by distributors who engage in retail product distribution conduct in relation to this product:		
	Type of information	Description	Reporting period
	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
	Complaints	Number of complaints	Every 3 months
	Sales outside the target market	Number of sales \$ value of sales	Every 3 months
Sales inside the target market	Number of sales \$ value of sales	Every 3 months	