

**Target Market Determination – Housing Loans**

<b>Product</b>	First Home Buyers – Owner Occupiers – Principal & Interest and Interest Only
<b>Issuer</b>	Ford Co-operative Credit Society Limited ABN 74 087 651 456 trading as Geelong Bank AFSL/Australian Credit Licence 244351
<b>Date of TMD</b>	31 January 2025
<b>Target Market</b>	<p>Retail clients who:</p> <ul style="list-style-type: none"> <li>• are seeking a loan to purchase a home</li> <li>• are aged 18 years or more and meet the credit assessment criteria for the product</li> <li>• are willing and able to offer a first registered mortgage over real property</li> </ul> <p><b>Variable rate loans</b></p> <ul style="list-style-type: none"> <li>• need the flexibility to make additional repayments</li> </ul> <p><b>Interest only loans</b></p> <ul style="list-style-type: none"> <li>• need an interest only period so as to complete the construction of a home before commencing principal and interest reductions or planned reduction in income such as parental leave.</li> </ul> <p><b>Description of product, including key attributes</b></p> <ul style="list-style-type: none"> <li>• loan amounts of between \$30,000 and up to 97% of value of property with Lenders Mortgage Insurance (LMI) capitalised</li> <li>• loan terms of up to 30 years, with an interest only period during construction that is generally a maximum of 12 months</li> <li>• repayment frequency is monthly during the interest only period, than may be weekly, fortnightly or monthly</li> <li>• interest rate is variable</li> <li>• the ability to make additional repayments</li> <li>• a redraw facility is available</li> <li>• early repayment without penalty</li> <li>• must provide a first registered mortgage over real property</li> <li>• mortgage offset account is available</li> </ul> <p>Refer to Interest Rates:  <a href="https://geelongbank.com.au/about-us/disclosures-publications/">https://geelongbank.com.au/about-us/disclosures-publications/</a></p>

	<p><b>Fees</b></p> <ul style="list-style-type: none"> <li>• Discharge fee</li> <li>• Valuation fee</li> <li>• Legal fee</li> </ul> <p>Refer Fees &amp; Charges &amp; Transaction Limits brochure:  <a href="https://geelongbank.com.au/about-us/disclosures-publications/">https://geelongbank.com.au/about-us/disclosures-publications/</a></p>									
<p><b>Distribution Conditions</b></p>	<p><b>Distribution conditions</b></p> <p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> <li>• Head Office</li> <li>• mobile lenders</li> <li>• call centre</li> <li>• online</li> </ul> <p>Distribution conditions for this product include:</p> <ul style="list-style-type: none"> <li>• ensuring that clients meet the eligibility conditions for the product</li> <li>• ensuring that distribution through branches, mobile lenders and call centres is by appropriately authorised and trained staff</li> <li>• online application available</li> </ul> <p>There are no other distributors for this product</p>									
<p><b>Review Triggers</b></p>	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate include:</p> <ul style="list-style-type: none"> <li>• A significant dealing of the product to consumers outside the target market occurs</li> <li>• 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</li> <li>• 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</li> </ul> <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><b>Review Periods</b></p>	<p><b>First review date:</b> 31 January 2027</p> <p><b>Periodic reviews:</b> : First review period – 12 months and every 2 years after the initial and each subsequent review</p>									
<p><b>Distribution Information Reporting Requirements</b></p>	<p>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:</p> <table border="1" data-bbox="336 1765 1406 2054"> <thead> <tr> <th>Type of information</th> <th>Description</th> <th>Reporting period</th> </tr> </thead> <tbody> <tr> <td>Significant dealing(s)</td> <td>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)</td> <td>As soon as practicable, and in any case within 10 business days after becoming aware</td> </tr> <tr> <td>Complaints</td> <td>Number of complaints</td> <td>Every [3] months</td> </tr> </tbody> </table>	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
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	Sales <b>outside</b> the target market	Number of sales \$ value of sales	Every [3] months
	Sales <b>inside</b> the target market	Number of sales \$ value of sales	Every [3] months