Target Market Determination

Product:	**Purple Basic Variable Home Loan**
Made by:	Beyond Bank Australia Limited ABN 15 087 651 143 AFSL/Australian Credit Licence 237856
Version no.:	1.3
Date made:	5 October 2021
Last review date:	31 July 2024
Ceased date:	In use

Target Market

Customers in the target market are customers who want to:

- finance the acquisition of residential property to live in or for investment purposes (or to refinance other finance that has been provided for such a purpose);
- mortgage the property by way of security;
- borrow between $150,000 and $2,000,000;
- repay the loan over a term of between 5 and 30 years by making principal and interest repayments;
- have the loan interest rate variable, and
- borrow not more than 90% of the value of the property.

Customers must be willing to have no mortgage offset deposit account linked to the loan.

Customers must be 18 years of age or over.

Customers may have already owned real property and obtained a home loan, or may be buying a property and obtaining a home loan for the first time. Customers will therefore have differing levels of knowledge and experience with home loans including, potentially, very little or no such experience.

Customers are not in the target market if they:

- want a bridging finance loan, a loan to finance construction, or a loan to finance the acquisition of a property to which some special acquisition scheme, such as the ACT land rent scheme, applies;
- would need to have a guarantee provided by others, such as parents, supported by separate security, to qualify for a loan;
- want to have a mortgage offset deposit account linked to the loan;
- wish to make interest only repayments; or
- want a fixed interest rate or a split loan option.

Distribution Conditions

The Product may be advertised by us on our website, in our branches and through various media channels including online.

The Product can be distributed direct to customers by those members of our staff who are trained as home loan lenders and by mortgage brokers accredited by us.

Distribution will only occur after the customer's eligibility for the product has been determined.

Review Triggers

The following review triggers apply for this Product:

- Material changes to the Product terms and conditions, other than changes to variable interest rates and consequential changes to repayments.
- Number of customer complaints alleging that the loan product was unsuitable for the customer because of the product features or terms.
- Default rates on active loans of this type at the end of any 6 month period.

Review Period

An initial review of this Target Market Determination will occur within 12 months.

This Target Market Determination is then to be reviewed at least every 12 months.

The Product Manager is responsible for overseeing the completion of the review prior to the end of each review period.

Information Reporting

The following table sets out the information which we require to be reported to us in respect of the Product by persons who engage in retail distribution conduct in respect of the Product.

Unless otherwise stated, the first reporting period commences on 5 October 2021 and each subsequent reporting period commences at the end of the prior reporting period.

Information required to be reported	**Who is required to report?**	**How frequently is a report required (reporting period)?**	**How will the report be made?**
The number of complaints received in relation to the Product during the reporting period	Products (in respect of complaints lodged with the bank directly) and Brokers who distribute the Product	Quarterly	By email to Product Manager at productoperations@beyondbank.com.au
The number of loans of this type that are in default as a % of all active loans of this type, at the end of the reporting period	Products	Six-monthly	By email to Product Manager at productoperations@beyondbank.com.au

Revision management

Date	Action	Current Version
5 October 2021	TMD made.	1.0
1 November 2022	TMD Annual Review – No Change	1.1
18 July 2023	Maximum LVR increased to 90% (from 80%).	1.2
31 July 2024	TMD Annual Review – No Change	1.3