

# FIXED RATE HOME LOAN

## TARGET MARKET DETERMINATION (TMD)

<b>Issuer</b>	Police Financial Services Limited ABN 33 087 651 661 trading as BankVic   AFSL and Australian Credit Licence 240293
<b>Date of Target Market Determination</b>	5 <sup>th</sup> October 2021
<b>Description of Target Market (TM)</b>	BankVic's Fixed Rate home loans provide customers with funding for the purpose of buying, building, or refinancing a home or investment property at a fixed rate for the period of the fixed rate term.

## PRODUCT

### / Features of this product

- A fixed rate home loan that provides funding for the purpose of buying, building, or refinancing a home or an investment property
- Fixed rate loans offer a set rate and repayment amount for the period of the fixed rate term
- Fixed rate home and investment loans are available for 1 - 5 year terms and revert to the relevant home or investor Standard Variable Rate at the end of the fixed rate period
- A fixed rate break fee applies if the loan is refinanced or settled before the fixed rate term has concluded.
- Repayments cover principal and interest
- Borrowers can make additional repayments up to \$10k per year

### / Eligibility criteria

- Eligible for BankVic membership
- Aged 18+ years
- No history of loan/credit default, bankruptcy, or insolvency
- Has sufficient disposable income to service a loan over the life of the loan
- Has the funds to meet minimum deposit requirements
- Approval subject to BankVic credit assessment.

### / Unsuitable

This product's key features, attributes and eligibility criteria as listed above are likely to be consistent with the objectives, financial situation and needs of customers in the Target Market.

This product is unsuitable for people who:

- Don't meet BankVic membership eligibility
- Are looking for an interest only loan
- Are looking for a home loan with an offset account
- Who want to make additional repayments exceeding \$10k per year

## PURPOSE

### / Target Market's likely objectives

- Funding to build, buy or refinance a home or an investment property
- A fixed interest rate and repayment amount for the period of the fixed rate term



## / Target Market's likely needs

- A home loan to build, buy or refinance a property
- Access to personalised guidance and support from an experienced lender
- Individual assessment of loan serviceability

## / Target Market's likely financial situation

- Has sufficient disposable income to service a home loan over the life of the loan
- Has the funds to meet minimum deposit requirements
- May require the backing of a family guarantor
- Regular income may include penalty rates, overtime, and bonuses

## / Target Market accessibility

- BankVic website, mobile app & digital banking applications
- BankVic home loan specialists
- BankVic branches
- Other distributors: partner referrals
- Funds can be deposited or accessed (in the case of redraw) using digital banking applications and during operating hours through a BankVic branch

Conditions: customers must meet the product eligibility requirements

## / TMD review triggers

- Material changes to the key product features, attributes, eligibility and/or terms and conditions
- Material increases in member complaints about the product or distribution of the product
- Government policy or regulatory change

## / TMD review period

- Minor review every 12 months
- Major review every 3 years

## / Distributor information reporting requirements

### Reporting requirements

Complaints (as defined in section 994A(1) of the Act) relating to the product design, product availability & distribution. The distributor should provide all the content of the complaint, having regard to privacy.

Significant dealing outside of the Target Market, under s994F(6) of the Act. Reporting to include the dates, description, and volumes of the significant dealings.

### Reporting period

Within 10 business days following end of calendar quarter

As soon as practicable but no later than 10 business days after the distributor becomes aware of the significant dealing.

## About this document

This Target Market Determination (TMD) describes the type of customer who may suit this product based on their needs, objectives, and financial situation i.e. the target market. It also sets out who can distribute our products, how they can do this, and situations when we may need to review our products and the target markets. This document does not replace the terms and conditions or fees and charges applicable to the product which are available on our website.

We are required to have TMDs under the Treasury Laws Amendment (Design and Distributions Obligations and Product Intervention Powers) Act 2019. This ensures that BankVic is keeping our members at the centre of our approach to the design and distribution of our products.