

**TEACHERS MUTUAL  
BANK LIMITED**

# CAR LOAN

Target Market Determination

Date: 31 October 2025



# ABOUT THIS DOCUMENT

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This Target Market Determination (**TMD**) applies to the Car Loan (**Product**) issued by Teachers Mutual Bank Limited ABN 30 087 650 459, Australian Financial Services Licence/Australian Credit Licence 238981 (**TMBL**). TMBL operates under a number of brand names including Teacher Mutual Bank, Health Professionals Bank, Firefighters Mutual Bank and UniBank.

This TMD seeks to give TMBL members, staff, product distributors and other interested parties an understanding of the class of consumers for whom the Car Loan has been designed and how the Product is to be distributed.

This TMD is not, and should not be construed as, a full summary of the Product's terms, conditions and attributes. Nor is it a substitute for the provision of financial advice. When deciding about the product, consumers should refer to the Consumer Lending Terms and Conditions and other relevant disclosure documents, available at [www.tmbank.com.au](http://www.tmbank.com.au), (**Terms and Conditions**).

For further information on TMBL's approach to the distribution and development of products for appropriate target markets, please refer to the website, [www.tmbank.com.au/design-distribution-obligations](http://www.tmbank.com.au/design-distribution-obligations).

# TARGET MARKET DETERMINATION

**Issuer:** Teachers Mutual Bank Limited ABN 30 087 650 459, Australian Financial Services Licence/Australian Credit Licence 238981

**Effective Date:** 31 October 2025

**Product:** Car Loan

## A. Class of consumers

Below TMBL summarises the class of consumers comprising the target market for the Car Loan based on the Product's key attributes and those consumers' likely objectives, financial situation and needs. TMBL has assessed that the Product, including its key attributes, are likely to be consistent with the objectives, financial situation and needs of the target market.

### PRODUCT DESCRIPTION

<b>Product Description</b>	A car loan that provides competitive variable interest rate or fixed interest rate options for a loan term of up to six years, and flexibility to suit your car buying needs. Loans over \$50,000 require security to be provided – usually over the vehicle being purchased.
<b>Key Attributes</b>	A car loan with the following key attributes: <ul style="list-style-type: none"><li>• competitive variable interest rate or fixed interest rate options;</li><li>• principal and interest repayments;</li><li>• loan amount of \$5,000 to \$80,000 for the variable rate option or \$10,000 to \$80,000 for the fixed rate option;</li><li>• for loans for over \$50,000, security must be provided – usually over the vehicle being purchased;</li><li>• loan term from six months to six years for variable rate option and from three years to six years for fixed rate option;</li><li>• for variable rate option only, ability to make unlimited additional repayments;</li><li>• for variable rate option only, redraw facility;</li></ul>

	<ul style="list-style-type: none"> <li>for variable rate option only, repayments may vary when there are changes to interest rates, when members have made extra repayments, or when members have accessed the available redraw facility; and</li> <li>for fixed rate option only, interest rate and repayments are fixed for the term of the loan.</li> </ul>	
<b>Key Fees</b>	<p>What fees may be payable:</p> <ul style="list-style-type: none"> <li>application fees and standard fees relating to particular transactions or events (such as early break fees for fixed rate option only and late payment fees).</li> </ul> <p>Refer to the Terms and Conditions for full details.</p>	<p>What fees are <i>not</i> payable:</p> <ul style="list-style-type: none"> <li>no ongoing loan service fee, redraw fee or additional payment fee.</li> </ul>
<b>Eligibility</b>	Available to consumers, 18 years of age and over, who are eligible for TMBL membership and who meet TMBL's credit assessment requirements.	

## LIKELY NEEDS, OBJECTIVES AND FINANCIAL SITUATION

<b>Class Description</b>	The Product has been designed for consumers who are seeking to purchase a motor vehicle, caravan, camper trailer or boat for personal purposes using credit and want a competitive interest rate.
<b>Likely Financial Situation</b>	<p>Consumers who:</p> <ul style="list-style-type: none"> <li>meet TMBL's credit assessment requirements which include the capacity to service the credit facility without substantial hardship; and</li> <li>have access to regular income to meet repayments or a defined exit strategy.</li> </ul>
<b>Likely Needs</b>	<p>Consumers who need credit to:</p> <ul style="list-style-type: none"> <li>finance a motor vehicle purchase, including a registered motor vehicle, caravan, camper trailer or boat;</li> <li>refinance an existing personal motor vehicle loan; or</li> <li>finance motor vehicle accessories, including a car navigation system, alarm or car insurance.</li> </ul>
<b>Likely Objective</b>	<p>Consumers seeking a personal loan with the following features:</p> <ul style="list-style-type: none"> <li>for variable rate option only, the ability to make unlimited additional repayments;</li> <li>for variable rate option only, access to a redraw facility;</li> <li>for fixed rate option only, interest rate and repayments fixed for the term of the loan;</li> <li>for variable rate and fixed rate options, the ability to make flexible weekly, fortnightly or monthly repayments; and</li> </ul>

	<ul style="list-style-type: none"> <li>• for variable rate and fixed rate options, the ability to access internet banking, mobile app banking and banking in branch.</li> </ul>
<p><b>Classes of Consumers for whom the Product has not designed</b></p>	<p>This loan has not been designed for a consumer seeking:</p> <ul style="list-style-type: none"> <li>• to split the loan balance between fixed and variable rates; or</li> <li>• to switch the loan from a fixed rate to a variable rate during the loan term; or</li> <li>• interest only repayments; or</li> <li>• for the fixed rate option, the ability to make additional repayments or redraw funds.</li> </ul>

## B. Distribution conditions and restrictions

Below TMBL summarises the conditions and restrictions on distribution of the Product and the distribution channels that are likely to result in distribution to consumers in the target market.

<b>Distribution channels</b>	<ul style="list-style-type: none"> <li>• Staff assisted channels including via our branches, call centre, video and with a Mobile Banker;</li> <li>• Online channels including our websites.</li> </ul>	
<b>Distribution conditions and restrictions</b>	<b>Retail product distribution conduct (other than general advice)</b>	<ul style="list-style-type: none"> <li>• the Product must not be distributed through third parties, the Product can only be distributed directly by TMBL;</li> <li>• all distribution channels must be staffed by persons who have been trained in the distribution of this Product; and</li> <li>• the Product can only be distributed to consumers that meet the eligibility requirements for the Product.</li> </ul>

### DISTRIBUTION DETERMINATION

TMBL has assessed that the distribution strategy is appropriate and is of a nature that it will be likely the Product will be distributed to consumers in the target market.

## C. Review

Below TMBL summarises the events or circumstances that reasonably suggest that the TMD is no longer appropriate.

<p><b>Review Triggers</b></p>	<p>The following events and circumstances would reasonably suggest the TMD is no longer appropriate and would trigger a review of the TMD:</p> <ul style="list-style-type: none"> <li>• significant dealings that are inconsistent with the TMD;</li> <li>• a disproportionately high number of complaints received in relation to the design and/or distribution of the Product;             <ul style="list-style-type: none"> <li>○ product attributes</li> <li>○ product suitability</li> <li>○ product distribution</li> </ul> </li> <li>• relevant material change in law, such as changes to applicable legislation, court/AFCA decisions, regulatory guidance or other mandatory requirements which impact the Product's design and/or distribution;</li> <li>• identified systemic issues in the design and/or distribution of the Product;</li> <li>• material changes to the design and/or distribution of the Product, including its key attributes and terms and conditions; or</li> <li>• other events or circumstances which indicate that the TMD is no longer appropriate (e.g. a disproportionately high number, beyond expected levels, of members switching or closing the Product each month or accounts originated with loan purposes outside of the intended purpose of the Product).</li> </ul>	
<p><b>Review Periods</b></p>	<p><b>Next review of this target market determination</b></p>	<p>31 October 2026</p>
	<p><b>Periodic reviews following the first review of this TMD</b></p>	<p>Annually</p>