

**TEACHERS MUTUAL
BANK LIMITED**

YOUR WAY HOME LOAN (OWNER OCCUPIED) BASIC VARIABLE RATE

Target Market Determination

Date: 31 October 2025



ABOUT THIS DOCUMENT

This Target Market Determination (**TMD**) applies to the Your Way Home Loan (Owner Occupied) Basic Variable Rate (**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.

This TMD seeks to give TMBL members, staff, product distributors and other interested parties an understanding of the class of consumers for whom the Your Way Home Loan (Owner Occupied) Basic Variable Rate 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 disclosure documents, available at 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.

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: Your Way Home Loan (Owner Occupied) Basic Variable Rate

A. Class of consumers

Below TMBL summarises the class of consumers comprising the target market for the Your Way Home Loan (Owner Occupied) Basic Variable Rate based on the Product's key attributes and those consumers' likely objectives, financial situations 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	
Product Description	An owner occupied home loan that provides a competitive variable rate.
Key Attributes	<p>An owner occupied home loan with the following key attributes:</p> <ul style="list-style-type: none">• the ability to use credit to purchase, improve, construct or unlock equity in residential property used or to be used for owner occupied purposes or to refinance an existing owner occupied home loan or for other personal purposes;• consumers will receive the Basic Variable Rate that can increase or decrease during the loan term;• consumers will receive a lower variable interest rate when compared to TMBL's Standard Variable Rate Home Loan (a separate Target Market Determination has been made for this product, refer to Design and Distribution Obligations Teachers Mutual Bank (tmbank.com.au));• ability to choose between making principal and interest or interest only repayments (the interest only repayment method is subject to approval and available for a maximum period of five years);• six months to 30 years loan term;• ability to split loan between fixed and variable rate home loans;• ability to request for top-ups (any increase to the amount of credit is subject to credit assessment criteria and does not have to be accepted by us)• ability to make unlimited additional repayments without cost;• if additional repayments are made to the loan, the ability to access those repayments through a redraw facility (terms and conditions apply); and• ability to have Third Party Guarantor to secure the loan (subject to approval).

Key Fees	<p>What fees may be payable:</p> <ul style="list-style-type: none"> Establishment fees, variation fees, loan administration fees and standard fees relating to particular transactions or events (such as early break fees (for fixed rate only) and late payment fees). <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"> No ongoing service fee, redraw fee or additional repayment fee.
Eligibility	<p>Available to consumers, 18 years of age and over, who are eligible for TMBL membership, and who meet TMBL's credit assessment requirements, including by being able to provide sufficient security in accordance with TMBL's credit assessment requirements. This may include an acceptable mortgage, and where required, other acceptable security such as a guarantor who supports the loan by providing additional security.</p>	

LIKELY NEEDS, OBJECTIVES AND FINANCIAL SITUATION

Class Description	<p>The Product has been designed for consumers who are seeking to purchase, improve, construct or unlock equity in residential property used or to be used for owner occupied purposes or to refinance an existing owner occupied home loan and want a competitive variable rate, no ongoing service fees and flexible features.</p>	
Likely Financial Situation	<p>Consumers who:</p> <ul style="list-style-type: none"> meet TMBL's credit assessment requirements (which include the capacity to service the loan without substantial hardship); have access to regular income to meet repayments or a defined exit strategy; and where determined by TMBL to be required (including based on the member's deposit size and security), will pay Lenders Mortgage Insurance and/or have an acceptable guarantor. 	
Likely Needs	<p>Consumers who need credit to:</p> <ul style="list-style-type: none"> purchase residential property for owner occupied purposes; purchase vacant residential land (not for investment purposes); refinance an existing owner occupied home loan; renovate or improve owner occupied property; fund construction on residential property used or to be used for owner occupied purposes; or unlock equity in an owner occupied property to finance the purchase of personal property. 	
Likely Objective	<p>Consumers seeking a home loan with the following features:</p> <p>Ability to:</p> <ul style="list-style-type: none"> switch the repayment type from principal and interest to interest only (for up to five years and subject to approval); switch the loan type from a variable rate to a fixed rate (for between one and five years); split the loan balance into fixed and variable rate home loans; top-up the loan amount (subject to credit assessment requirements); 	

	<ul style="list-style-type: none"> • make unlimited additional repayments; • access a redraw facility (fully funded loan only); • make flexible weekly, fortnightly or monthly repayments (interest only repayments are monthly only); and • access internet banking, mobile app banking and banking in branch.
Classes of Consumers for whom the Product has not been designed	<p>This loan might not be suitable for consumers seeking:</p> <ul style="list-style-type: none"> • an offset facility; or • to purchase property to be used of investment, business or other commercial purposes.

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.

Distribution channels	<ul style="list-style-type: none"> • Staff assisted channels including via our branches, call centre, video and with a mobile lender • Online channels including websites • accredited brokers; 	
Distribution conditions and restrictions	Retail Product distribution conduct	<ul style="list-style-type: none"> • a distributor must hold an Australian Credit Licence or be a Credit Representative authorised to engage in credit activities on behalf of a credit licensee; • a third party distributor must comply with the terms and conditions of any relevant distribution agreement or arrangement with TMBL; • all distribution channels must be staffed by persons who have been trained in the distribution of this Product; and • the Product under this TMD can only be distributed to consumers that meet the eligibility requirements that have been approved by TMBL.

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.

Review Triggers	<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"> • significant dealings that are inconsistent with the TMD; • a disproportionately high number of complaints received in relation to the design of the Product including: <ul style="list-style-type: none"> • product attributes • product suitability • product distribution; • 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; • identified systemic issues in the design and/or distribution of the Product; • material changes to the design and/or distribution of the Product, including its key attributes and terms and conditions; or • 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). 	
Review Periods	Review of this target market determination	31 October 2026
	Periodic reviews following the first review of this TMD	Annually

D. Distribution information reporting requirements

The following information must be provided to TMBL by all third party distributors within the required timeframes:

TYPE OF INFORMATION	DESCRIPTION	REPORTING TIMEFRAME
Complaints	Number of complaints received in relation to the Product.	Within 10 business days of the relevant Reporting Period (being each 6 month period ending March and September)".
	The circumstances giving rise to the complaints (e.g. product type, issues raised and reasons).	On a half-yearly basis covering the periods ending March and September.
	Whether or not there has been or is likely to be consumer harm or detriment, and if so, the nature of the harm or detriment.	On a half-yearly basis covering the periods ending March and September.
Significant Dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing(s) (eg, why it is not consistent with the TMD).	As soon as practicable, and in any case within 10 business days after becoming aware.
Other Information Requested from Time-to-Time	Any other information requested in writing by TMBL from time-to-time subject to: <ul style="list-style-type: none"> • the request being necessary to ensure compliance with TMBL's legal and compliance obligations; and • TMBL providing at least 30 days prior notice before the end of the Reporting Period. 	