



Target Market Determination

for Optimiser Specialist Home Loan (Variable Rate)

Product	Specialist Home Loan (Variable Rate)
Issuer	<ul style="list-style-type: none">BC Securities Pty LtdACN: 609 155 688Australian Credit Licence: 482240
Version	3.0
Date of TMD	31 March 2024
Target Market	<p><i>Description of target market, including likely objectives, financial situation and needs</i></p> <p>The features of this product have been assessed as meeting the <i>likely objectives, financial situation and needs</i> of consumers who:</p> <ul style="list-style-type: none">meet the eligibility criteria, including:<ul style="list-style-type: none">being an Australian resident; andborrowers that have experienced one or more life events or mortgage arrears, or require alternative income verification;are:<ul style="list-style-type: none">self-employed; orPAYG; oran Australian registered company; ora trustee of an Australian family or unit trust (the beneficiary and Trustee must meet the eligibility criteria of an individual or a company);require a loan to fund the purchase or refinance of an owner occupied or investment residential property;require a loan for debt consolidation;require a variable interest rate;require the option of a Full or Alt Doc;require the option of a sub-offset account;require the ability to make unlimited extra repayments and access redraw; andrequire the option of either principal and interest or interest only repayments. <p><i>Variable Rate</i></p> <p>Whilst variable interest rates may fluctuate, the product meets the likely objectives, financial situation and needs of consumers in the target market because it provides consumers with the ability to make additional repayments and/or deposit funds into a sub-offset account to reduce interest payable whilst retaining the ability to draw on those funds when required.</p>

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	<p><i>Owner Occupied Residential Property</i></p> <p>This product allows consumers to finance the purchase or refinance of an owner-occupied residential property with the ability to select principal and interest or interest only repayments.</p> <p><i>Investment Residential Property</i></p> <p>This product allows consumers to finance the purchase or refinance of an investment property to earn rental income whilst providing consumers with the ability to select principal and interest repayments in order to reduce the overall debt and build equity or interest only for tax purposes.</p>	
Product Description	Key Attributes	
	Security property	Residential
	Minimum loan term	1 year
	Maximum loan term	30 years
	Maximum LVR	80%
	Minimum loan amount	\$100,000
	Maximum loan amount	\$1,500,000
	Maximum single borrower exposure	\$3,000,000
	Repayment type	<ul style="list-style-type: none"> Principal & Interest Interest Only
	Interest Only premium	Yes
	Maximum IO period	5 years
	Alt Doc option	Yes
	Alt Doc premium	Yes
	Large loan premium	Yes
	Investor premium	Yes
	Sub-offset account	Yes
	Sub-offset account premium	Yes
	Redraw	Yes, within facility limit
	Security location	Metro, non-metro & regional considered
	Security	1st registered real property mortgage
	Establishment fee	Payable
	Documentation fee	Payable
	Settlement fee	Payable
Annual package fee	Payable	
Discharge fee	Payable	
Risk Fee	Payable	

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	<p>Classes of consumers for whom the product may not be suitable</p> <p>This product may not be suitable for consumers who</p> <ul style="list-style-type: none"> do not meet the issuer’s eligibility criteria; are Australian non-resident and/or Expat customers; do not have an impaired credit history noted by one or more “credit events”. 	
Distribution Conditions	<p>The following distribution channels and conditions have been assessed as being appropriate to direct the distribution of the product to the target market:</p> <ul style="list-style-type: none"> Mortgage Managers – must be authorised to distribute this product under a Mortgage Origination and Management Agreement <p>The distribution channels and conditions are appropriate because our distributors are:</p> <ul style="list-style-type: none"> provided with detailed product specifications to enable assessment of customer suitability and eligibility; trained on the BC Invest Credit Policy to support the introduction of customers and loan proposals that are consistent with this TMD and within our Credit Policy eligibility criteria; applications submitted by the Distribution partners include a Cover Sheet, Credit Notes and recommendation for consideration by the BC Invest Credit Officer; each application is assessed to ensure the application and customers eligibility and situation is appropriate for the loan applied for and consistent with this TMD; and loan applications are not accepted from distribution channels that are not formally authorised by the issuer. 	
Review Triggers	<p>The following review triggers would reasonably suggest that the TMD may no longer be appropriate:</p> <ul style="list-style-type: none"> A significant dealing of the product to consumers outside the target market occurs; A consistent and regular number of complaints are received from consumers in relation to the product; Material changes are made to the product specification, including features, fees and BC Invest Credit Policy will trigger a review of the product TMD; There are high rates of refinance from BC Invest for this product; There are high default rates; and There are material regulatory changes or updated regulator guidance that may affect the TMD. 	
Review Periods	Next Review	March 2025
	Periodic Review	Annually (end of March each year)

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	Trigger Review	Within 10 business days of the identification of a trigger event.	
Distribution Information Reporting Requirements	The following information must be provided to us by distributors who engage in retail product distribution conduct in relation to this product:		
	Type of Information	Description	Reporting Period
	Specific complaints	Details of the complaint, including name and contact details of complainant and substance of the complaint.	As soon as practicable and within 10 business days of receipt of complaint.
	General information about complaints	Number complaints	Every 6 months (end September & March)
	Significant dealing(s) where the distributor believes that a significant number of customers outside the target market are obtaining this product	Date or date range of the significant dealing(s) and description of the significant dealing	As soon as practicable, and in any case within 10 business days after becoming aware

This document should not be taken as financial product advice and has been prepared as general information only without consideration for your particular objectives, financial circumstances or needs. More information about the product can be found on our website, or in your loan contract.