

## Macquarie Credit Union

### Target Market Determination – Housing Loans

<b>Product</b>	Power Home Loan Package
<b>Issuer</b>	Macquarie Credit Union Limited ABN 85 087 650 253 AFSL 241132 Australian Credit Licence 241132
<b>Date of TMD</b>	30 September 2023
<b>Target Market</b>	<p><b><i>Description of target market</i></b></p> <p>Retail clients who:</p> <ul style="list-style-type: none"><li>• are seeking a loan to purchase or renovate a home or refinance an existing home loan</li><li>• are seeking a loan to purchase or renovate an investment property or refinance an investment loan</li><li>• are aged 18 years or more and meet the credit assessment criteria for the product</li><li>• are willing and able to offer a first registered mortgage over real property (or other acceptable security) as security for the loan</li><li>• need the flexibility to make additional repayments available on a variable rate home loan</li><li>• need the facility to redraw advance repayments on a variable rate loan</li><li>• need the certainty of a fixed interest rate and fixed repayments for 1,2 or 3 years</li><li>• need an interest only period for tax planning, so as to complete the construction of a home before commencing principal and interest reductions or whilst selling other property to enable repayment of the loan.</li><li>• need to make regular repayments of interest and principal over the term of the loan</li></ul> <p><b><i>Description of product, including key attributes</i></b></p> <p>This is a Power Home Loan Package secured over real property and the key attributes are:</p> <ul style="list-style-type: none"><li>• minimum loan amount is \$10,000</li><li>• loan terms of up to 30 years</li><li>• interest only, principal and interest reducing and fixed rate combinations available</li><li>• interest is calculated daily and charged monthly</li><li>• repayment frequency can be weekly, fortnightly, monthly</li><li>• the ability to make additional repayments on a variable interest rate</li><li>• unable to make additional repayments during the fixed rate period without incurring a break cost fee</li></ul>

	<ul style="list-style-type: none"> <li>• online redraw facility, there is one free redraw per month and a \$20 fee for subsequent and staff assisted redraws</li> <li>• 100% mortgage offset facility</li> <li>• must provide a registered first mortgage over real property or other acceptable security</li> <li>• no application fee</li> <li>• no monthly account keeping fee</li> <li>• annual package fee</li> <li>• legal fees at cost</li> <li>• valuation fees at cost</li> </ul> <p>This is a packaged home loan and the key attributes of the package are:</p> <ul style="list-style-type: none"> <li>• discounts on the standard variable and fixed interest rates</li> <li>• discounts on our personal and car loan products</li> <li>• bonus rates on term deposits</li> <li>• flexibility to manage two home loans under the one package fee</li> <li>• waiver of the annual fee on our Visa 55 credit card</li> </ul>
<b>Appropriateness Statement</b>	<p>Macquarie Credit Union has considered that the product including its key attributes is appropriate for the target market including the likely objectives, financial situation and needs of consumers in the target market.</p>
<b>Distribution Conditions</b>	<p><b><i>Macquarie Credit Union is the sole issuer and distributor of this product.</i></b></p> <p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> <li>• Macquarie Credit Union branch</li> <li>• Macquarie Credit Union website</li> <li>• Macquarie Credit Union mobile app</li> </ul> <p>Distribution conditions for this product include:</p> <ul style="list-style-type: none"> <li>• ensuring that retail clients meet the eligibility requirements for the product</li> <li>• ensuring that distribution through our branch is conducted by appropriately trained staff</li> </ul> <p>There are no other distributors for this product.</p>

<b>Review Triggers</b>	<p>The review triggers that would reasonably suggest that the target market determination is no longer appropriate include:</p> <ul style="list-style-type: none"> <li>• a significant dealing of the product to consumers outside the target market occurs</li> <li>• a significant number of complaints is received from customers in relation to their purchase or use of the product that reasonably suggests that the target market determination is no longer appropriate</li> <li>• a material change to the product or the terms and conditions of the product occurs which would cause the target market determination to no longer be appropriate</li> <li>• changes to the regulatory or legislative environment for this product</li> <li>• economic and market conditions</li> </ul>
<b>Review Periods</b>	<p><b>First review date:</b> 31 August 2023</p> <p><b>Periodic reviews:</b> Every 24 months from the initial review and each subsequent review.</p> <p><b>At any other time:</b> The Credit Union will review the target market determination/product at any other time it deems appropriate or necessary.</p> <p>The review periods are maximum periods and the target market determination can be reviewed either as the result of a trigger or at any other time determined by the Credit Union.</p>

**Distribution  
Reporting  
Requirement**

Macquarie Credit Union are the issuer and sole distributor of this product.  
Reporting period for this determination is every 12 months commencing from the start date.

Type of information	Description	Reporting period
Significant dealing(s)	If Macquarie Credit Union becomes aware of a significant dealing in the product that is not consistent with the target market determination	As soon as practicable, and in any case within 10 business days after becoming aware
Complaints	Number of complaints	Every 12 months
Sales outside the target market	The number and dollar value of sales	Every 12 months