



Target Market Determination

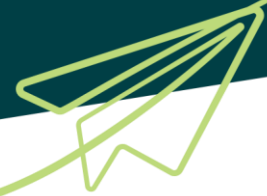
Fixed Rate Residential Investment Loan

Product	Fixed Rate Residential Investment Loan
Issuer	MyState Bank Ltd ABN 89 067 729 195 ACN 067 729 195 AFSL / ACL 240896
Date of TMD	30 November 2023
Target Market	<p>Description of target market</p> <p>The features of this product are likely to be consistent with the likely objectives, financial situation and needs of consumers who:</p> <ul style="list-style-type: none"> • are aged 18 years or over; and • meet the eligibility criteria including MyState's Mortgage Lending Standard requirements; and • are looking to purchase or refinance a residential investment property; and • require the certainty of fixed repayments for the initial term of the loan. <p>Target Market Rationale</p> <p>Whilst the product has a cap on additional repayments and does not permit redraw, the product benefits consumers within the target market by offering them an interest rate which cannot vary during the initial fixed rate term, making household budgeting easier. Additionally the product benefits consumers within the target market by having an interest only repayment option which may be preferred in some instances for tax purposes.</p> <p>Description of product, including key attributes</p> <ul style="list-style-type: none"> • Fixed interest rate for an initial term of 1,2,3 or 5 years • Fixed interest rate based on the loan amount as a percentage of the property value at the time of purchase or refinance • \$10,000 additional repayments allowed per annum (redraw not available) • Minimum loan amount \$30,000 • Maximum loan term 30 years • Repayment options - principal and interest and interest only (higher interest rates may apply where repayments are interest only) • Repayment frequency – weekly, fortnightly or monthly • Establishment fee is payable (A higher fee may apply where the loan amount is above 80% of the value of the property) • Nil ongoing monthly or annual fees • Rate lock option available at time of application (a fee applies)

TMD Fixed Rate Residential Investment Loan v1.3 effective 30 November 2023

This document is applicable to MyState Bank Limited (MyState Bank) ABN 89 067 729 195 AFSL/ACL 240896.
A wholly owned subsidiary of MyState Limited ABN 26 133 623 962

	<ul style="list-style-type: none"> Lenders Mortgage Lenders Mortgage Insurance applies if loan amount is greater than 80% of the value of the property <p>Classes of customers for whom the product may not be suitable This product may not be suitable for customers who:</p> <ul style="list-style-type: none"> do not meet the eligibility requirements; require the flexibility to make additional repayments and redraw funds as required; require an offset facility; are looking to purchase or refinance an owner occupied property. 										
Distribution Conditions	<table> <tr> <th>Channel</th><th>Conditions</th></tr> <tr> <td>Direct - online</td><td>Not available</td></tr> <tr> <td>Direct – by phone</td><td>Only authorised bankers are permitted to assist consumers with this product, as these staff will have the necessary training, skills and knowledge to assess whether the consumer is within the target market.</td></tr> <tr> <td>Direct – in branch</td><td>Only authorised bankers are permitted to assist consumers with this product, as these staff will have the necessary training, skills and knowledge to assess whether the consumer is within the target market.</td></tr> <tr> <td>Third party – Accredited mortgage brokers</td><td>All applications must comply with our policies and procedures issued to accredited brokers from time to time. Accredited mortgage brokers will have the necessary training, skills and knowledge to assess whether the consumer is within the target market or is in the best interests of the consumer.</td></tr> </table>	Channel	Conditions	Direct - online	Not available	Direct – by phone	Only authorised bankers are permitted to assist consumers with this product, as these staff will have the necessary training, skills and knowledge to assess whether the consumer is within the target market.	Direct – in branch	Only authorised bankers are permitted to assist consumers with this product, as these staff will have the necessary training, skills and knowledge to assess whether the consumer is within the target market.	Third party – Accredited mortgage brokers	All applications must comply with our policies and procedures issued to accredited brokers from time to time. Accredited mortgage brokers will have the necessary training, skills and knowledge to assess whether the consumer is within the target market or is in the best interests of the consumer.
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Review Triggers	<p>The review triggers that may reasonably suggest that the TMD is no longer appropriate include where there is:</p> <ul style="list-style-type: none"> A significant dealing in the product to customers outside the target market; A significant number of customer complaints in relation to their purchase or use of the product during the preceding 6 months; A material change to the product or the terms and conditions; e.g. a material increase in interest rates or fees A material change in the regulatory environment; A significant number of loans for the product have been subject to a hardship variation; Regulatory attention relating to the design or distribution of the product; Adverse media coverage relating to the design or distribution of the product. 										
Review Periods	Last review date: 20 November 2023										



	Periodic reviews: every 2 years after the initial review		
Distribution Reporting Requirements	The following information must be provided to MyState by distributors who engage in retail product distribution conduct in relation to this product.		
	Please send information to:		
	DDOResponding@mystate.com.au		
	Type of information	Description	Reporting period
	Complaints	Number (and nature) of complaints	Every 6 months
Significant dealing(s) (excluding dealings which result from distribution under 'excluded conduct')	<p>Date or date range of the significant dealing(s); and</p> <p>Description of the significant dealing (e.g. why it is not consistent with the TMD);</p> <p>Why the dealing is significant;</p> <p>How the significant dealing was identified (e.g. complaint(s), review trigger);</p> <p>What steps, if any, have been or will be taken to address the significant dealing.</p> <p>The number of customers affected or potentially affected by the significant dealing.</p>	As soon as practicable, and in any case within 10 business days of the significant dealing	