# Target Market Determination

**Version 1 dated May 2024**

This Target Market Determination (TMD) has been prepared in accordance with the *Treasury Laws Amendment (Design and Distribution Obligations and Product Intervention Powers) Act 2019* and associated Regulations. TMDs are designed to assist issuers to ensure that financial products they issue are likely to be consistent with the *likely objectives, financial situation and needs* of the consumers for whom they are intended (the target market) and to assist distributors to ensure that financial products are distributed to the target market.

The TMD is general in nature and should not be construed as financial advice. Consumers should obtain independent advice prior to acquiring the product to ensure that it is appropriate for their particular *objectives, financial situation and needs.*

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| **Product** | Ruby Residential SMSF Loan |
| **Reference documents** | General Home Loan Terms and Conditions and Credit Guide |
| **Issuer** | Well Nigh Capital Funding No. 1 Pty Ltd ABN 17 603 911 995 |
| **Date of TMD** | 10 May 2024 |
| **Target Market** | ***Description of target market, including likely objectives, financial situation and needs***<br>The features of this product have been assessed as meeting the *likely objectives, financial situation and needs* of consumers who:<br>• meet the eligibility criteria;<br>• require a loan to purchase or refinance an investment residential property;<br>• may want access to other optional features and benefits (such as linked offset account;<br>• require the option of a variable or fixed rate;<br>• require the a choice of either principal and interest or interest only (available for investment residential properties and construction purposes only) repayments; and<br>• need the option of consolidating debts<br>• have any of the above requirements and are borrowing under a Self-managed Superannuation Fund (SMSF) structure.<br><br>***Variable Rate***<br>Whilst variable interest rates may fluctuate, the product meets the likely objectives, financial situation and needs of consumers in the target market because it allows them to make additional repayments and/or deposit funds into an offset account to reduce interest payable whilst retaining the ability to draw on those funds when required.<br><br>***Fixed Rate*** |

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| | Whilst the product has a limit on additional repayments and does not permit redraw, the product meets the likely objectives, financial situation and needs of consumers in the target market because the fixed rate provides certainty of repayments during the fixed period, 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.<br><br>***Investment Residential or Commercial Property***<br><br>This product allows consumers to finance the purchase, refinance or construction of an investment property with the ability to select:<br>• principal and interest repayments in order to reduce the overall debt and build equity; or<br>• interest only for tax purposes.<br><br>***Description of product, including key attributes***<br><br>• Variable interest rate.<br>• Fixed interest rate over 1-5 year term.<br>• Offset account is available on a variable interest rate.<br>• Redraw is available on a variable interest rate.<br>• Minimum loan amount $50,000.<br>• Maximum loan amount $1,500,000.<br>• Maximum loan term 30 years.<br>• Maximum Loan to Valuation Ratio (LVR): 80% including LMI<br>• Repayment options: principal and interest and interest only for Investment.<br>• Repayment frequency – weekly, fortnightly or monthly.<br>• Settlement fee is payable.<br>• Annual Facility fee is payable.<br><br>***Classes of consumers for who the product may not be suitable***<br><br>This product may not be suitable for consumers who:<br>• Individual or company borrowers<br>• Looking to transact on owner occupied property<br>• do not meet the eligibility requirements;<br>• are looking to consolidate debts; |

**Distribution Conditions**

***Distribution conditions***

The following distribution channels and conditions have been assessed as being appropriate to direct the distribution of the product to the target market:

| Channel | Conditions |
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| | |
| Mortgage Management / White Label | All applications submitted by accredited mortgage managers must comply with our policies and procedures issued to accredited mortgage managers from time to time. |

The distribution channels and conditions are appropriate because:

- the product has a wide target market;
- our distributors have been adequately trained to understand their DDO obligations;
- we rely on existing distributors, methods, controls and supervision already in place;
- our approval system has controls in place to flag applicants who may be outside the target market; and
- accredited mortgage brokers are subject to a higher duty under BID to ensure that the product is in the best interests of the particular consumer;

**Review Triggers**

The following review triggers would reasonably suggest that the TMD may no longer be appropriate:

- A significant dealing of the product to consumers outside the target market occurs;
- A significant number of complaints are received from customers in relation to the product;
- A significant number of defaults occur;
- There is a material change to the product or the terms and conditions of the product.

**Review Periods**

***First review date:*** 10 May 2025

***Periodic reviews:*** at least every 12 months from the initial review and each subsequent review.

**Distribution Information Reporting Requirements**

The following information must be provided to the Issuer 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 | As soon as practicable and within 10 business days of receipt of complaint. |





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| | | and substance of the complaint. | |
| | General Complaints Information | Number of complaints and general feedback relating to the product and its performance | Every 1 month |
| | Significant dealing(s) | Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD) | As soon as practicable, and in any case within 10 business days after becoming aware |