# Target Market Determination

SMSF Residential - Variable & Fixed Rate

COLLECTIVE LENDING

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| **Product** | SMSF Residential (Variable & Fixed Rate) |
| **Issuer** | BC Securities Pty Ltd<br>ACN: 609 155 688<br>Australian Credit License: 482 240 |
| **Version** | 6.0 |
| **Date of Target Market Determination** | 22 April 2025 |
| **Target Market** | **Description of target market, including likely objectives, financial situation and needs**<br><br>The features of this product have been assessed as meeting the likely objectives, financial situation and needs of consumers who:<br><br>• meet the eligibility criteria, including:<br>- being an Australian resident; and<br>- having a satisfactory credit rating;<br>• are:<br>- self-employed; or<br>- an Australian registered company; or<br>- a trustee of an Australian family or unit trust (the beneficiary and Trustee must meet the eligibility criteria of an individual or a company;<br>• require a loan to fund the purchase or refinance of an owner occupied or investment residential property;<br>• require the option of a variable or fixed interest rate;<br>• require the option of a sub-offset account;<br>• require the ability to make extra repayments; and<br>• require the option of either principal and interest or interest only repayments<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 provides consumers with the ability to make additional repayments and/or deposit funds into a sub-offset account to reduce interest payable.<br><br>***Fixed Rate***<br>Whilst the product has a limit on additional repayments 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 consumer budgeting easier.<br><br>***Owner Occupied Residential Property***<br>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.<br><br>***Investment Residential Property***<br>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. |

| Product Description | Key Attributes | |
|---|---|---|
| | **Security Property** | Residential |
| | **Maximum Loan Term** | 30 years |
| | **Maximum LVR** | 80% without LMI<br>90% with LMI |
| | **Minimum Loan Amount** | $150,000 |
| | **Maximum Loan Amount** | $1,500,000 |
| | **Maximum Single Borrower Exposure** | $5,000,000 |
| | **Repayment Type** | Principal & Interest or Interest Only |
| | **Fixed Rate Premium** | Yes (varies by years) |
| | **Fixed Rate Options** | 1 - 5 years |
| | **Interest Only Premium** | Yes |
| | **Maximum IO Period** | 5 years |
| | **Large Loan Premium** | No |
| | **Offset Account** | Yes |
| | **Offset Account Premium** | Yes |
| | **Redraw** | No |
| | **Liquidity Test** | Yes |
| | **Net Asset Test** | Yes |
| | **Security Location** | Metro, non-metro & regional considered |
| | **Security** | 1st registered real property mortgage |
| | **Additional Repayments - Variable Rate** | Unlimited |
| | **Additional Repayments - Fixed Rate** | Maximum of $20,000 p.a. |
| | **Corporate Trustee** | Yes |
| | **Individual Trustee** | No |
| | **Documentation Fee** | Payable |
| | **Settlement Fee** | Payable |
| | **Annual Package Fee** | Payable |
| | **Discharge Fee** | Payable |
| | **Exit Fee** | Payable |
| | **Lender Protection Fee/Risk Fee** | Payable |

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| | **Classes of consumers for whom the product may not be suitable** | |
| | This product may not be suitable for consumers who<br>• do not meet the issuer's eligibility criteria;<br>• are Australian non-resident and/or Expat customers;<br>• are financing a commercial property. | |
| **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:<br>• Mortgage Managers - must be authorised to distribute this product under a Mortgage Origination and Management Agreement; and<br>• Mortgage brokers (subject to BID) - must be accredited by Collective Lending to distribute this product.<br><br>The distribution channels and conditions are appropriate because our distributors are:<br>• subject to a higher duty under BID (mortgage brokers) to ensure that the product is in the best interests of the particular consumer<br>• provided with detailed product specifications to enable assessment of customer suitability and eligibility;<br>• trained on the BC Credit Policy to support the introduction of customers and loan proposals that are consistent with this TMD and within our Credit Policy eligibility criteria;<br>• applications submitted by the Distribution partners include a Cover Sheet, Credit Notes and recommendation for consideration by the BC Invest Credit Officer;<br>• 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<br>• loan applications are not accepted from distribution channels that are not formally authorised by the issuer. | |
| **Review Triggers** | | |
| | The following review triggers would reasonably suggests that the TMD may no longer be appropriate:<br>• A significant dealing of the product to consumers outside the target market occurs;<br>• A consistent and regular number of complaints are received from consumers in relation to the product;<br>• Material changes are made to the product specification, including features, fees and BC Credit Policy will trigger a review of the product TMD;<br>• There are high rates of refinance from BC Invest for this product;<br>• There are high default rates; and<br>• There are material regulatory changes or updated regulator guidance that may affect the TMD. | |
| **Review Periods** | | |
| | **Next Review** | March 2025 |
| | **Review Period** | Annually (end March each year) |
| | **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: | | |
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| | **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 |


**Disclaimer:** 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.

# Target Market Determination

SMSF Commercial - Variable & Fixed Rate

COLLECTIVE LENDING

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|---|---|
| **Product** | SMSF Commerical (Variable & Fixed Rate) |
| **Issuer** | BC Securities Pty Ltd<br>ACN: 609 155 688<br>Australian Credit License: 482 240 |
| **Version** | 6.0 |
| **Date of Target Market Determination** | 22 April 2025 |
| **Target Market** | **Description of target market, including likely objectives, financial situation and needs**<br><br>The features of this product have been assessed as meeting the likely objectives, financial situation and needs of consumers who:<br><br>• meet the eligibility criteria, including:<br>- being an Australian resident; and<br>- having a satisfactory credit rating;<br>• are:<br>- self-employed; or<br>- salaried employees; or<br>- an Australian registered company; or<br>- a trustee of an Australian family or unit trust (the beneficiary and Trustee must meet the eligibility criteria of an individual or a company;<br>• require a loan to fund the purchase or refinance of an owner occupied or investment residential property;<br>• require the option of a variable or fixed interest rate;<br>• require the option of a sub-offset account;<br>• require the ability to make extra repayments; and<br>• require the option of either principal and interest or interest only repayments<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 provides consumers with the ability to make additional repayments and/or deposit funds into a sub-offset account to reduce interest payable.<br><br>***Fixed Rate***<br>Whilst the product has a limit on additional repayments 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 consumer bugeting easier.<br><br>***Owner Occupied Commercial Property***<br>This product allows consumers to finance the purchase or refinance of an owner-occupied commercial property with the ability to select principal and interest or interest only repayments.<br><br>***Investment Commercial Property***<br>This product allows consumers to finance the purchase or refinance of an investment commercial 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. |

| Product Description | Key Attributes | |
|---|---|---|
| | **Security Property** | Commercial |
| | **Maximum Loan Term** | 30 years |
| | **Maximum LVR** | 75% |
| | **Minimum Loan Amount** | $150,000 |
| | **Maximum Loan Amount** | $2,000,000 |
| | **Maximum Single Borrower Exposure** | $5,000,000 |
| | **Repayment Type** | Principal & Interest or Interest Only |
| | **Fixed Rate Options** | 1 - 5 years |
| | **Interest Only Premium** | Yes |
| | **Maximum IO Period** | 5 years |
| | **Large Loan Premium** | No |
| | **Fixed Rate Premium** | Yes (varies by years) |
| | **Offset Account** | Yes |
| | **Offset Account Premium** | Yes |
| | **Redraw** | No |
| | **Liquidity Test** | Yes |
| | **Net Asset Test** | Yes |
| | **Security Location** | Metro, non-metro & regional considered |
| | **Security** | 1st registered real property mortgage |
| | **Additional Repayments - Variable Rate** | Unlimited |
| | **Additional Repayments - Fixed Rate** | Maximum of $20,000 p.a. |
| | **Corporate Trustee** | Yes |
| | **Individual Trustee** | No |
| | **Documentation Fee** | Payable |
| | **Settlement Fee** | Payable |
| | **Legal Fee** | Payable |
| | **Annual Package Fee** | Payable |
| | **Discharge Fee** | Payable |
| | **Exit Fee** | Payable |
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| **Distribution Conditions** | | |
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