

Target market determination

Product name:	Prime Standard 1 Year Fixed ("Product")
Product type:	Home Loan
Issuer:	Perpetual Trustee Company Limited ACN 000 001 007 ("Perpetual")
Manager:	Resimac Limited ACN 002 997 935 Australian Credit Licence 247283 of Level 9, 45 Clarence Street, Sydney NSW 2000 ("Resimac", "we", "our" and "us")
Reference documents:	Terms & Conditions, Third Party Access Fee Schedule, Key Facts Sheet and Credit Guide
Made by:	Resimac on behalf of Perpetual
Version:	1.0
Date made:	2 September 2024
Last reviewed:	2 September 2024
Ceased date:	In use

1. Target market

Inside the target market

The features of this Product have been assessed as meeting the likely objectives, financial situation and needs of consumers who require a secured loan of between \$150,000 and \$2,000,000, repayable over a term of 15 to 30 years to finance the acquisition of residential property for the purpose of it being their principal place of residence or for investment purposes (or refinance other finance that has been provided for such a purpose) with the ability to obtain an equity release or consolidate debt with:

1. The ability to borrow up to 80% of the value of the property;
2. The stability of a fixed rate; and
3. The option of principal and interest or interest only repayments.

Whilst a fixed rate option does not allow additional repayments or redraw, we have assessed this Product as being consistent with 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 budgeting and forecasting easier for the consumer.

Outside the target market

Consumers outside the target market are consumers that:

1. Require a loan to finance the acquisition of property for construction purposes;
2. Are self-employed and cannot provide financials;
3. Have material adverse credit; and
4. Are seeking to borrow through a self-managed superannuation fund.

Product description and key attributes

1. Fixed interest rate for up to one year.
2. Redraw is unavailable on a fixed interest rate.
3. Minimum loan amount \$150,000.
4. Maximum loan amount \$2,000,000.
5. Maximum loan term 30 years.
6. Maximum Loan to Value Ratio (LVR) is 80%.
7. Repayment options: principal and interest and interest only for both owner occupied and investment to a maximum of 80% LVR.
8. No additional repayments.
9. No offset.

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10. Repayment frequency for principal and interest repayments - weekly, fortnightly or monthly.
11. Repayment frequency for interest only - monthly.
12. Valuation fee is payable.
13. Annual account keeping fee is payable.
14. Settlement fee is payable.
15. The fixed rate home loan will change to a standard variable rate home loan after the set fixed interest period, where the interest rates and repayments will become variable.

We may approve exceptions to the above on a case by case basis.

2. Distribution channels and conditions

The Product can only be distributed by accredited intermediaries.

The Product can also only be distributed by:

1. Accredited:
 - a. mortgage originators directly to consumers; or
 - b. mortgage brokers subject to a best interests duty and related obligations, through accredited mortgage originators, directly to consumers ("MO Channel").

The distribution channels and conditions are appropriate because:

1. The Product has a wide target market;
 2. We rely on existing distributors, methods, controls and supervision already in place; and
 3. Our application and approval process has controls in place to flag consumers who may be outside the target market.
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3. Review triggers

The following review triggers would reasonably suggest that the target market determination may no longer be appropriate:

1. A significant dealing of the Product to consumers outside the target market occurs;
 2. Material changes are made to the Product terms and conditions, other than changes to variable interest rates and consequential changes to repayments;
 3. A 30% increase in monthly complaint volume for the Product as compared to the average monthly complaint volume for the Product for the prior 6 months; and
 4. A 30% increase in the refinance rate within 6 months of settlement for the Product as compared to the average monthly refinance rate within 6 months of settlement for the Product for the prior 6 months.
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4. Review period

An initial review of this target market determination will occur within 12 months of the date of this target market determination. This target market determination is then to be reviewed at least every 12 months.

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5. Information reporting

Table 5.1 below sets out the information which we require to be reported to us in respect of the Product by persons who engage in retail distribution conduct in respect of the Product. Unless otherwise stated, the first reporting period commences on the date this target market determination is made and each subsequent reporting period commences at the end of the prior reporting period.

TABLE 5.1

Information required to be reported	Who is required to report?	How frequently is a report required (reporting period)?	How will the report be made?
Significant dealing(s) (Date or date range of the significant dealing(s) and description of the significant dealing (e.g. why it is not consistent with the target market determination)).	Our General Manager - Product & Credit for significant dealings identified by us in relation to the Product.	As soon as practicable, and in any case within 10 business days after becoming aware.	By email to our General Counsel (compliance@resimac.com.au).
	Brokers for significant dealings identified by them in relation to the Product.		
	Aggregators for significant dealings identified by them in relation to the Product.		
Material changes to the Product terms and conditions.	Our General Manager - Product & Credit.	As soon as practicable.	By email to our General Counsel (compliance@resimac.com.au).
Each individual consumer complaint (details of the complaint, including name and contact details of complainant and substance of the complaint) for active loans of this type.	Our Enterprise Risk & Disputes Resolution Manager for complaints received by us in relation to the Product.	As soon as practicable and within 10 business days of receipt of complaint.	For our Enterprise Risk & Disputes Resolution Manager, by email to our General Counsel (compliance@resimac.com.au). For brokers and aggregators, by completing and submitting a complaint information form (resimac.com.au/design-distribution-obligation-complaints).
	Brokers for complaints by them in relation to the Product.		
	Aggregators for complaints received by them in relation to the Product.		
Consumer complaints information (number of complaints and general feedback relating to the Product and its performance) for active loans of this type.	Our Enterprise Risk & Disputes Resolution Manager for complaints received by us in relation to the Product.	Quarterly	For our Enterprise Risk & Disputes Resolution Manager, by email to our General Manager - Product & Credit (product@resimac.com.au). For brokers and aggregators, by responding to our quarterly email survey within 10 business days after receipt.
	Brokers for complaints by them in relation to the Product.		
	Aggregators for complaints received by them in relation to the Product.		
Refinance rate within 6 months of settlement	Our General Manager - Product & Credit	Monthly	By email to our General Counsel (compliance@resimac.com.au).

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6. Revision management

Date	2 September 2024
Current version:	1.0
Approved by:	Jointly by: <ul style="list-style-type: none">• General Manager - Product & Credit; and• General Counsel
Comments:	Target market determination made.