TEACHERS MUTUAL
BANK LIMITED

ALL PURPOSE LOAN

Target Market Determination

Date: 30 October 2026

ABOUT THIS DOCUMENT

This Target Market Determination (**TMD**) applies to the All Purpose Loan (**Product**) issued by Teachers Mutual Bank Limited ABN 30 087 650 459, Australian Financial Services Licence/Australian Credit Licence 238981 (**TMBL**). TMBL operates under a number of brand names including Teacher Mutual Bank, Australia Mutual Bank, Health Professionals Bank, Firefighters Mutual Bank and UniBank.

This TMD seeks to give TMBL members, staff, product distributors and other interested parties an understanding of the class of consumers for whom the All Purpose Loan has been designed and how the Product is to be distributed.

This TMD is not, and should not be construed as, a full summary of the Product's terms, conditions and attributes. Nor is it a substitute for the provision of financial advice. When deciding about the product, consumers should refer to the Consumer Lending Terms and Conditions and other relevant disclosure documents, available at *www.tmbank.com.au* (**Terms and Conditions**).

For further information on TMBL's approach to the distribution and development of products for appropriate target markets, please refer to the website, *www.tmbank.com.au/design-distribution-obligations*.

TARGET MARKET DETERMINATION

Issuer: Teachers Mutual Bank Limited ABN 30 087 650 459, Australian Financial Services Licence/Australian Credit Licence 238981

Effective Date: 30 October 2026

Product: All Purpose Loan

A. Class of consumers

Below TMBL summarises the class of consumers comprising the target market for the All Purpose Loan based on the Product's key attributes and those consumers' likely objectives, financial situation and needs. TMBL has assessed that the Product, including its key attributes, are likely to be consistent with the objectives, financial situation and needs of the target market.

PRODUCT DESCRIPTION		
Product Description	An unsecured personal loan that provides variable interest rate or fixed interest rate options for a loan term of up to six years (five years where loan for debt consolidation).	
Key Attributes	An unsecured personal loan with the following key attributes: • variable interest rate or fixed interest rate options; • principal and interest repayments; • loan amount of $4,000 to $80,000 (maximum $50,000 loan amount for debt consolidation); • loan term for variable rate option from six months to six years (maximum five year loan term for debt consolidation); • loan term for fixed rate option from two years to six years (maximum five year loan term for debt consolidation); • for variable rate option only, ability to make unlimited additional repayments; • for variable rate option only, redraw facility.	
Key Fees	What fees may be payable: • application fees and standard fees relating to particular transactions or	What fees are *not* payable: • no ongoing loan service fee, redraw fee or additional payment fee.

	events (such as early break fees for fixed rate option only). Refer to the Fees and Charges brochure for full details.	
Eligibility	Available to consumers, 18 years of age and over, who meet TMBL's credit assessment requirements.	

LIKELY NEEDS, OBJECTIVES AND FINANCIAL SITUATION

Class Description	The Product has been designed for consumers who are seeking unsecured credit to consolidate debt or make a large personal, household or motor vehicle purchase (for personal, household or domestic purposes) with a choice between fixed and variable interest rate options.
Likely Financial Situation	Consumers who: • meet TMBL's credit assessment requirements which include the capacity to service the credit facility without substantial hardship; and • have access to regular income to meet repayments or a defined exit strategy.
Likely Needs	Consumers who need credit to: • consolidate personal debts; • finance a personal purchase; • finance a household related purchase; • finance a motor vehicle purchase, including a registered motor vehicle, caravan, camper trailer or boat (for personal, domestic or household purposes); or • refinance an existing personal loan.
Likely Objective	Consumers seeking a personal loan with the following features: • for variable rate option only, the ability to make unlimited additional repayments; • for variable rate option only, access to a redraw facility; • for fixed rate option only, interest rate and repayments fixed for the term of the loan; • for variable rate and fixed rate options, the ability to make flexible weekly, fortnightly or monthly repayments; and • for variable rate and fixed rate options, the ability to access internet banking, mobile app banking and banking in branch.
Classes of Consumers for whom the Product has not designed	This loan has not been designed for a consumer seeking: • to split the loan balance between fixed and variable rates; or • to switch the loan from a fixed rate to a variable rate during the loan term; or • interest only repayments; or

	• for the fixed rate option, the ability to make additional repayments or redraw funds; or • a personal loan where the primary purpose of the loan is deemed ineligible by TMBL (e.g. business purposes, cryptocurrency, gambling, tobacco, alcohol).

B. Distribution conditions and restrictions

Below TMBL summarises the conditions and restrictions on distribution of the Product and the distribution channels that are likely to result in distribution to consumers in the target market.

Distribution channels	• Staff assisted channels including via our branches, call centre, video and with a Mobile Banker; • Online channels including our websites.	
Distribution conditions and restrictions	**Retail product distribution conduct (other than general advice)**	• the Product must not be distributed through third parties; the Product can only be distributed directly by TMBL; • all distribution channels must be staffed by persons who have been trained in the distribution of this Product; and • the Product can only be distributed to consumers that meet the eligibility requirements for the Product.

DISTRIBUTION DETERMINATION
TMBL has assessed that the distribution strategy is appropriate and is of a nature that it will be likely the Product will be distributed to consumers in the target market.

C. Review

Below TMBL summarises the events or circumstances that reasonably suggest that the TMD is no longer appropriate.

<table>
<tr><td>Review Triggers</td><td colspan="2">The following events and circumstances would reasonably suggest the TMD is no longer appropriate and would trigger a review of the TMD:
significant dealings that are inconsistent with the TMD;
a disproportionately high number of complaints received in relation to the design and/or distribution of the Product;
product attributes
product suitability
product distribution
relevant material change in law, such as changes to applicable legislation, court/AFCA decisions, regulatory guidance or other mandatory requirements which impact the Product’s design and/or distribution;
identified systemic issues in the design and/or distribution of the Product;
material changes to the design and/or distribution of the Product, including its key attributes and terms and conditions; or
other events or circumstances which indicate that the TMD is no longer appropriate (e.g. a disproportionately high number, beyond expected levels, of members switching or closing the Product each month or accounts originated with loan purposes outside of the intended purpose of the Product).</td></tr>
<tr><td rowspan="2">Review Periods</td><td>Next review of this target market determination</td><td>31 October 2027</td></tr>
<tr><td>Periodic reviews following the first review of this TMD</td><td>Annually</td></tr>
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