TEACHERS MUTUAL BANK LIMITED

YOUR WAY INVESTOR HOME LOAN

STANDARD VARIABLE RATE

Target Market Determination

Date: 31 October 2026

ABOUT THIS DOCUMENT

This Target Market Determination (**TMD**) applies to the Your Way Investor Home Loan Standard Variable Rate (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 Teachers Mutual Bank, Australian 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 Your Way Investor Home Loan Standard Variable Rate 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 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: 31 October 2026

Product: Your Way Investor Home Loan Standard Variable Rate

A. Class of consumers

Below TMBL summarises the class of consumers comprising the target market for the Your Way Investor Home Loan Standard Variable Rate based on the Product's key attributes and those consumers' likely objectives, financial situations 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 investment home loan that provides a variable rate.	

Key Attributes	An investment home loan with the following key attributes:
	• the ability to use credit to purchase, improve or construct an investment property or to refinance an existing home loan or other personal purposes;
	• consumers will receive the Standard Variable Rate that can increase or decrease during the loan term;
	  • ability to choose between making principal and interest or interest only* repayments (the interest only repayment method is subject to approval)
	  **Interest only repayments revert to principal* and *interest upon completion* of *the interest only term*;
	• six months to 30 years loan term;
	• ability to split loan between fixed and variable rate home loans;
	• ability to request for top-ups (any increase to the amount of credit is subject to credit assessment criteria and does not have to be accepted by us)
	• ability to make unlimited additional repayments without cost;
	• if additional repayments are made to the loan, the ability to access those repayments through a redraw facility (terms and conditions apply); and
	• ability to have Third Party Guarantor to secure the loan (subject to approval).	

Key Fees	What fees may be payable:	What fees are *not* payable: • no ongoing service fee, redraw fee or additional repayment fee.

	• Establishment fees, variation fees, loan administration fees and standard fees relating to particular transactions or events such as early break fees (for fixed rate only). Refer to the Fees and Charges brochure for full details.	
Eligibility	Available to consumers, 18 years of age and over, who are eligible for TMBL membership, and who meet TMBL's credit assessment requirements (including by being able to provide sufficient security in accordance with TMBL's credit assessment requirements, including an acceptable mortgage, and (where required) other acceptable security (including (where required) a guarantor who supports the loan by providing additional security).	

LIKELY NEEDS, OBJECTIVES AND FINANCIAL SITUATION

Class Description	The Product has been designed for consumers who are seeking to purchase, improve, construct or unlock equity in property used or to be used for investment, business or other commercial purposes or to refinance an existing investor home loan and want a variable rate, no ongoing service fees and flexible features.
Likely Financial Situation	Consumers who: • meet TMBL's credit assessment requirements (which include the capacity to service the loan without substantial hardship); • have access to regular income to meet repayments or a defined exit strategy; and • where determined by TMBL to be required (including based on the member's deposit size and security), will pay Lenders Mortgage Insurance and/or have an acceptable guarantor.
Likely Needs	Consumers who need credit to: • purchase property to be used for investment, business or other commercial purposes; • purchase vacant land for investment purposes; • refinance an existing investor home loan; • renovate or improve property used or to be used for investment, business or other commercial purposes; • fund construction on property used or to be used for investment, business or other commercial purposes; or • unlock equity in a property used or to be used for investment, business or other commercial purposes to finance the purchase of personal property.
Likely Objective	Consumers seeking a home loan with the following features: Ability to: • ability to choose between making principal and interest or interest only repayments (the interest only repayment method is subject to approval);

	• switch the loan type from a variable rate to a fixed rate (for between one and five years); • split the loan balance into fixed and variable rate home loans; • top-up the loan amount (subject to credit assessment requirements); • make unlimited additional repayments; • access a redraw facility (fully funded loan only); • make flexible weekly, fortnightly or monthly repayments (interest only repayments are monthly only); and • access internet banking, mobile app banking and banking in branch.
Classes of Consumers for whom the Product has not been designed	This loan might not be suitable for consumers seeking: • an offset facility; or • to purchase an owner occupied property.

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 channel	• Staff assisted channels including via our branches, call centre, video and with a mobile lender • Online channels including our websites • accredited brokers (excluding Australian Mutual Bank);	
Distribution conditions and restrictions	**Retail Product distribution conduct**	• a distributor must hold an Australian Credit Licence or be a Credit Representative authorised to engage in credit activities on behalf of a credit licensee; • a third party distributor must comply with the terms and conditions of any relevant distribution agreement or arrangement with TMBL; • all distribution channels must be staffed by persons who have been trained in the distribution of this Product; and • the Product under this TMD can only be distributed to consumers that meet the eligibility requirements that have been approved by TMBL.

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.

Review

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

Review Triggers	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 including
	  • 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).	

Review Periods	**Review of this target market determination**	31 October 2027
	Periodic reviews following the first review of this TMD	Annually

C. Distribution information reporting requirements

The following information must be provided to TMBL by all third party distributors within the required timeframes:

TYPE OF INFORMATION	DESCRIPTION	REPORTING TIMEFRAME
Complaints	Number of complaints received in relation to the Product.	Within 10 business days of the relevant Reporting Period (being each 6 month period ending March and September)".
	The circumstances giving rise to the complaints (e.g. product type, issues raised and reasons).	On a half-yearly basis covering the periods ending March and September.
	Whether or not there has been or is likely to be consumer harm or detriment, and if so, the nature of the harm or detriment.	On a half-yearly basis covering the periods ending March and September.
Significant Dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing(s) (eg, why it is not consistent with the TMD).	As soon as practicable, and in any case within 10 business days after becoming aware.
Other Information Requested from Time-to-Time	Any other information requested in writing by TMBL from time-to-time subject to: • the request being necessary to ensure compliance with TMBL's legal and compliance obligations; and • TMBL providing at least 30 days prior notice before the end of the Reporting Period.	