

# Target Market Determination (TMD)

## Product: XL Home Loan Package Variable



<b>Made by</b>	Credit Union SA Ltd ABN 36 087 651 232 AFSL/Australian Credit Licence 241066
<b>Version Number</b>	1.0

<b>Effective date</b>	21 January 2025
<b>Last review date</b>	30 January 2025
<b>Ceased date</b>	In use

## Target Market

### a) Product description (including key attributes)

Members in the target market for these products are First Home Buyers who want to finance the acquisition of their first property for residential purposes and who want a loan that has the key product attributes listed below:

XL Home Loan Package
<b>Owner Occupied</b>
Loan term of 31 to 40 years
Ability to have third-party guarantor
Minimum borrowing of \$150,000
Maximum borrowing subject to lending assessment
Repayments Principal & Interest (P&I), or Interest Only (IO) during construction
Repayment frequency weekly, fortnightly or monthly (monthly only for IO)
Unlimited additional repayments without cost
Unlimited redraw available
100% Offset facility available

### b) The likely objectives, financial situation and needs of members in the target market for these products are that they:

- Need to finance the purchase of their first residential property.
- Require an extended loan term to assist in meeting affordability requirements where these may not be met within a standard loan of 30 years.
- May also be able to service the loan over a shorter period, although may prefer the extended term to reduce repayments even though interest repayments will be high over the life of the loan.
- The property is being purchased in South Australia.
- Want the flexibility of a variable interest rate to allow for additional repayments and an offset account.
- Meet Credit Union SA's lending criteria.
- Are obtaining a home loan for the first time. Members will have potentially, very little or no experience with home loans.
- Members who want to purchase under a guarantee to assist with the acquisition of a property (subject to Credit Union SA's applicable lending criteria) must consider the following:
  - Borrowers must provide at least 5% of the purchase price of the property from genuine savings, which has been saved regularly over at least 3 months
  - A family member or members (i.e. parents) must provide a guarantee in relation to the loan, limited to the amount required to achieve a loan to valuation ratio (LVR) of 80%, and must provide security for the guarantee in the form of a mortgage over real estate or a charge over a term deposit with Credit Union SA
  - Credit Union SA will release the guarantee as soon as the LVR of the property purchased is 80% or less. Alternatively, the guarantee can be released earlier if LMI is arranged as a substitute for the security provided by guarantee
  - Borrowers are responsible for repaying the full amount of the loan. Guarantors are only responsible for their part of the loan if the borrowers default.

### c) These products have not been designed for members who:

- Want a fixed interest rate and fixed repayments.
- For members wanting to purchase land only.
- Reside or are purchasing a property outside of South Australia.
- Do not meet Credit Union SA's lending criteria.
- Want to utilise any of the Housing Australia schemes.

### d) Other information:

Home Loan Package Terms and Conditions relating to this product:

[Download](#)

This TMD does not replace the product terms and conditions, and members (future or current) should refer to these before purchasing the product.

Home Loan interest rates, fees and charges brochure:

[Download](#)

## Distribution Conditions

Products to which this TMD applies may be distributed through any of the following channels:

- Online through our digital channels
- In our branch
- Via our Member Experience Centre
- Through mortgage brokers who are accredited to submit loan applications to us ('third-party distributors')

All these channels are monitored by Credit Union SA and staffed by persons trained and accredited in the distribution of the products in accordance with our terms and conditions.

## Review Triggers

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The following review triggers apply for these products:

- There are significant dealings in the products that are not consistent with this TMD
- Material changes to the regulatory environment
- Material changes to the product terms and conditions, other than changes to interest rates and consequential changes to repayments, or material changes to distribution
- More than 10% of members holding the products complaints in any 6-monthly period claiming that the products, or their features, did not satisfy the member's needs.

## Review Period

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We will review this TMD at least every 12 months.

## Information Reporting

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The below sets out the information Credit Union SA requires to be reported to us related to the products by persons who engage in the distribution of the products.

Unless otherwise stated, the first reporting period commences on the date this TMD is made. Each subsequent reporting period begins on the day following the end of the prior reporting period.

Credit Union SA or distributors of Credit Union SA products will report on the following:

- The number of complaints received in relation to the products during the reporting period (which may be 0) every 6 months
- Complaints about the products escalated to the Australian Financial Complaints Authority (AFCA) status ('Yes' or 'No'), if applicable every 6 months
- Complaint details (date the Distributor first received the complaint, substance of complaint and general feedback relating to the products and their performance) every 6 months
- Significant dealing(s) including date and description of the significant dealing (as soon as practicable or in any case within 10 days).

## Appendix

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This TMD applies to the following products:

### **Owner Occupied Variable Home Loan Packages**

Variable Home Loan Package

- Principal & Interest (P&I)

Variable Home Loan Package

- Interest Only (IO) (for construction purposes only)