Target Market Determination (TMD)
Product: XL Home Loan Package Fixed

credit unionsa

Made by	Credit Union SA Ltd ABN 36 087 651 232 AFSL/Australian Credit Licence 241066	**Effective date**	3 July 2025
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Version Number	2.0	**Ceased date**	In use

Target Market

a) Product description (including key attributes)

Members in the target market for these products are members (current or future) who want to finance the acquisition of a property for residential purposes, or refinance for the same purpose, and who want a loan that has the key product attributes listed below:

XL Home Loan Package
Owner Occupied
Loan term of 31 to 40 years
Ability to have third party guarantor
Minimum borrowing of $150,000
Maximum borrowing subject to lending assesment
Repayment frequency weekly, fortnightly or monthly
Additional repayments up to $10,000 pa without cost
Redraw available
Initial fixed interest rate term between 1 and 3 years, after which the interest rate will revert to variable rate unless there is an agreement to refix
Reypayments Principal & Interest (P&I)

b) The likely objectives and needs of members in the target market for these products are consistent with the product attributes, as detailed below:

Objectives & Needs	Product Attributes
Need to finance the purchase of residential property, or refinance another loan provided for such purpose.	Fixed home loan products designed to finance the purchase or refinance of a property for owner occupied purposes.
Require an extended loan term to assist in meeting affordability requirements where these may not be met within a standard loan of 30 years.	Lower repayments when compared to a standard 30-year loan, due to the extended loan term.
May be able to service the loan over a shorter period, although prefer the extended term to reduce repayments even though interest repayments will be higher compared to a standard 30-year loan.	A loan term of 31 to 40 years is available to spread the cost of the home loan over a longer period.
The security property is based in South Australia.	This product is only available to members purchasing or refinancing a South Australian property.
Want the certainty of a fixed interest rate and fixed repayments for a certain period Allowing members the ability to plan and budget accordingly without the worry of a fluctuation in their repayments.	Home loan products with fixed interest rate term between 1 and 3 years, after which the interest rate will revert to a variable rate unless there is an agreement to refix. Repayments during this period will be the same amount.
Want to purchase under a guarantee to assist with the acquisition of a property (subject to Credit Union SA's applicable lending criteria).	Options to purchase under a third-party guarantee, consider the applicable lending criteria: - 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 held with Credit Union SA - Credit Union SA will release the guarantee as soon as the LVR of the property purchased is 80% or less upon application from the borrowers. 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) The financial situation of the Target Market are Members who:

- Meet Credit Union SA's lending criteria.
- Financially able to service the loan.

d) These products have not been designed for members who:

- Want a variable interest rate and want to make additional extra repayments or hold an offset account.
- For members wanting to purchase land only.
- Reside or a re purchasing a property outside of South Australia.
- Do not meet Credit Union SA's lending criteria.
- Think there is a material possibility that they may want, or need, to repay the loan early (for example, if they sell the mortgaged property), or make substantial additional repayments, during fixed rate period.
- Want to utilise any of the Housing Australia schemes.

e) 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 brochure:

Download

Lending Fees and Charges brochure:

Download

Distribution Conditions

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

Distribution Channels	Conditions that make product distribution through the channel appropriate
In our branch	• Members/future members are able to discuss suitability for products with an accredited Credit Union SA home lender who understands and is trained in the process. • Credit Union SA requires staff members to follow the legislative framework relevant to their actions.
Via our Member Contact Centre	• Members/future members are able to discuss suitability for products with an accredited Credit Union SA home lender who understands and is trained in the process. • Credit Union SA requires staff members to follow the legislative framework relevant to their actions. • This channel is more accessible for members/future members who are unable to apply in person.
Through a Mortgage Broker	• Members/ future members are able to discuss suitability for products with a Mortgage Broker (third-party distributor) who is accredited to distribute Credit Union SA home loans. • Credit Union SA requires brokers to act in best interests of their applicants to ensure products are suited to the member/future members objectives.

Review Triggers

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 complain in any 6-monthly period claiming that the products, or their features, did not satisfy the member's needs.

Review Period

We will review this TMD at least every 12 months.

Information Reporting

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
- Do not meet Credit Union SA's lending criteria.
- Significant dealing(s) including date and description of the significant dealing (as soon as practicable or in any case within 10 days).

Appendix

This TMD applies to the following products:

Owner Occupied Fixed Rate Package Home Loans

1 Year Fixed - P&I

2 Years Fixed - P&I

3 Years Fixed - P&I