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 BSB: 802 129

## Target Market Determination – Loans

LTMD0419v.2

<b>Product</b>	Commercial Security Loan L19 Variable
<b>Issuer</b>	Orange Credit Union ABN 34 087 650 477 AFSL & Australian Credit License 240768
<b>Date of TMD</b>	1 September 2022
<b>Target Market</b>	<p><b>Description of target market</b>          Investor          Retail Clients who:</p> <ul style="list-style-type: none"> <li>• are seeking finance for:             <ul style="list-style-type: none"> <li>○ any commercial purpose</li> <li>○ refinance an existing loan; or</li> <li>○ top up an existing loan for any worthwhile commercial purpose</li> </ul> </li> <li>• are aged 18 years or more and meet the credit assessment criteria for the product</li> <li>• are willing and able to offer a first registered mortgage over Commercial property, Motor Vehicle (or other acceptable security) as security for the loan</li> </ul> <p><b>Description of product, including key attributes</b>          This is a Variable Rate loan secured over real property.          The key attributes are:</p> <ul style="list-style-type: none"> <li>• Standard Variable Interest Rate</li> <li>• Max term 30 years</li> <li>• Minimum amount \$20,000</li> <li>• Redraw</li> <li>• Offset</li> <li>• Included in Fee Rebate</li> <li>• Interest Only</li> <li>• Repayment Frequency (Weekly, Fortnightly, Monthly)</li> <li>• Additional repayments acceptable without penalty</li> <li>• Progressive drawdowns</li> <li>• Must provide a registered first mortgage over real Commercial property, Motor Vehicle or other acceptable security</li> <li>• Application fee</li> <li>• Nil ongoing fees</li> <li>• Nil fees for payout prior to expiry of term</li> <li>• Discharge fee applicable on discharge of mortgage</li> </ul>

<b>Distribution Conditions</b>	<p><b>Distribution conditions</b> This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> <li>• Branch</li> <li>• Online</li> <li>• Call Centre</li> </ul> <p>Distribution conditions for this product include:</p> <ul style="list-style-type: none"> <li>• Ensuring the customer meets the eligibility conditions for the product</li> <li>• Ensuring distribution through branches and call centres is by appropriately authorised and trained staff</li> </ul>														
<b>Review Triggers</b>	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate include:</p> <ul style="list-style-type: none"> <li>• A significant dealing of the product to consumers outside the target market occurs;</li> <li>• A significant number of complaints are received from customers in relation to their purchase or use of the product that reasonably suggests that the TMD is no longer appropriate;</li> <li>• A material change to the product or the terms and conditions of the product occurs which would cause the TMD to no longer be appropriate;</li> </ul> <p>The <i>Product Governance Framework</i> includes regular consideration of whether there has been a review trigger following each distribution information report. That consideration is by reference to paragraphs 154 to 156 of RG274.</p>														
<b>Review Periods</b>	<p><b>Next review date:</b> 1 September 2024 <b>Periodic reviews:</b> Every 2 years after first review date</p>														
<b>Distribution Information Reporting Requirements</b>	<p>The following information must be provided to <b>Orange Credit Union</b> by distributors who engage in retail product distribution conduct in relation to this product:</p> <table border="1" data-bbox="402 1310 1416 1885"> <thead> <tr> <th data-bbox="402 1310 792 1362">Type of information</th> <th data-bbox="792 1310 1127 1362">Description</th> <th data-bbox="1127 1310 1416 1362">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="402 1362 792 1467">Complaints</td> <td data-bbox="792 1362 1127 1467">Number of complaints</td> <td data-bbox="1127 1362 1416 1467">Every month</td> </tr> <tr> <td data-bbox="402 1467 792 1793">Significant dealing(s)</td> <td data-bbox="792 1467 1127 1793">Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD)</td> <td data-bbox="1127 1467 1416 1793">As soon as practicable, and in any case within 10 business days after becoming aware</td> </tr> <tr> <td data-bbox="402 1793 792 1885">Sales outside the target market</td> <td data-bbox="792 1793 1127 1885">Number and dollar value of sales</td> <td data-bbox="1127 1793 1416 1885">Every 12 months</td> </tr> </tbody> </table>			Type of information	Description	Reporting period	Complaints	Number of complaints	Every month	Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD)	As soon as practicable, and in any case within 10 business days after becoming aware	Sales outside the target market	Number and dollar value of sales	Every 12 months
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